

# Hostage deal gives gunmen safe passage

- Mrs Thatcher said in a statement that if terrorists are allowed to escape unpunished, it will lead only to more hijacking and more hostage-taking
- The American Secretary of State, Mr George Shultz, referred to the hijackers as murderers and said letting them go free violated international standards

of all 31 passengers and crew

In fact, the hijackers were smuggled off the plane at Algiers airport early yesterday, even before the hostages were allowed to leave. The gunmen were driven from the plane one at a time by Algerian officials and are believed —

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But at a time when hospitals are crying out for funds and when the Government is urging health authorities to seek alternative sources of revenue there would be considerable political difficulty in any attempt to stamp down on the operation of the new lottery.



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Airways Boeing 747 before the 31 hostages were freed.

Western diplomatic sources said that several of the seven Western nations, including Britain, gave Algeria what amounted to a warning before the deal was concluded.

They drew Algiers' attention to a declaration on hijacking made by the US, the UK, Japan, Canada, West Germany, France and Italy at

many, France and Italy at Bonn in July, 1978. It said: "Where a country refuses the ... prosecution of those who have hijacked an aircraft ... the (Summit Seven) Governments shall take immediate action to cease all flights to that country ... (and) will initiate action to halt all incoming flights from that country."

Whitehall sources said that the Government would seek discussions among the seven.

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To mitigate the effects Mr. Ridley had already agreed to set an annual ceiling on increases during the transitional period. Until the current business revaluation, which takes effect in 1990, is completed,

Soviet and American foreign ministers. Moscow's rumour mill is obsessed with the domestic battle for the future of the reform drive, and the prospect that it may provoke personnel changes before or after the June All-Union party conference, the first of its kind since 1941.

The first key hint of the severity of the rift came earlier this month when *Sovetskaya Rossiya*, a popular official daily, was savaged by *Pravda* for publishing an anti-reformist, pro-Stalinist diatribe — inspired, if not actually written, by Ligachov aides.

In the wake of *Pravda's* broadside on April 5 — reprinted in an extraordinary forced public humiliation by *Sovetskaya Rossiya* — a steady stream of revelations about the

A decision on Tuesday night by Mr. Viktor Karpov, the head of the influential Soviet Writers' Union, to appear on the main television news explaining why his organization had not signed a joint pro-reform letter printed in *Pravda* on Monday, from the other cultural unions, was seen as a sign that the anti-conservative faction was in the ascendant.

Mr Karpov, regarded as a conservative, was anxious to convince viewers that his 10,000-strong union was just as reformist as the others but had wanted to express its views in a separate letter published in *Pravda*. The letters from the unions were all

prompted by the April 5 article in which *Pravda* warned that enemies of Mr Gorbachov (every reader I have asked has immediately identified their leader as Mr Ligachov) were trying to revise party decisions on the sly.

Mr Gorbachov has pledged that the Moscow conference at the end of June will discuss "far-reaching restructuring of the political superstructure", and it is no secret that he hopes to remove dead wood from the party's 307-member Central Committee.

One experienced European envoy said yesterday: "My money is still on Gorbachov to beat off the challenge. But as a leading Soviet reformer has already pointed out, without a drastic improvement in the availability of basic goods and food, *perestroika* may in the end be doomed."

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NEWS ROUNDUP

## Church launches inner city fund

The Church of England could help to achieve "miracles for morale and local pride" in urban priority areas through its new Church Urban Fund, the Archbishop of Canterbury, Dr Robert Runcie, said at a service to mark the fund's launch in Westminster Abbey yesterday.

The service, attended by Mr Douglas Hurd, Home Secretary, and Mr Kenneth Clarke, Minister for Trade and Industry, included a ceremony of dedication.

Dr Runcie said in his sermon that he intended to give a firm lead to the Church Urban Fund, which initially proposes to collect £18 million. The present state of the inner cities was the responsibility of the whole community, and "it was no use blaming the Government".

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## Criticism over liner

Mr Tom King, the Secretary of State for Northern Ireland, was yesterday criticized for being only "lukewarm" about the prospects of a Belfast shipbuilding yard winning a contract to build the world's largest cruise liner. Mr Peter Robinson, MP for East Belfast, said efforts were already being made to have the ship built in France or Japan. Mr Robinson said: "I would have thought the Government would have been jumping up in ecstasy". On Tuesday Mr King dismissed as "premature" questions on the government's likely attitude towards subsidizing the project.

## Student loans backed

Powerful support for the idea of supplementing student grants with loans came yesterday from the Council for Industry and Higher Education, an independent body whose members include the vice-chancellors of London, Manchester and Leeds universities. It said the present method of student support was expensive and inadequate and dissuaded clever children from poorer families from entering higher education. It called for a flexible loan scheme which made borrowers' liability to repay partly dependent on the size of their subsequent salaries.

## Nunn chess triumph

John Nunn, the British chess grandmaster, beat L. Winants of Belgium on Tuesday to move closer to the lead after the fifteenth round of the \$100,000 Swift World Cup tournament in Brussels. Nunn has 8½ points from a possible 13 with one game adjourned which, if drawn, could put him within half a point of Anatoly Karpov, the leader.

## Call for legal brothels

A Scotland Yard plan to legalize brothels in London is to be debated by local councils. Supt Iain Donaldson, head of the Vice Squad, wants the authorities to be allowed to licence and supervise brothels. A report is to be presented at a meeting of the Association of London Authorities in June. Mr Donaldson said: "We are putting this up as a subject for discussion to see how people will react". Several Labour councils oppose the plan, saying it would be an administrative nightmare. Southwark says funds would be better spent on advice centres for prostitutes.

## Female condom test

The Family Planning Association is seeking further tests on the first condom for women, which is due to be launched by the end of the year. The association said yesterday it was concerned that the device, which will be marketed under the name, Femshield, would be available before full clinical and consumer tests were completed. "It is not possible, at this stage, to predict likely usage or possible value of the new device", a spokeswoman said. Just over half of women surveyed at a London clinic said they preferred the female condom and 62 per cent said they preferred it to a diaphragm.

## Killer's wildlife gift

A man who murdered his wife and two children before drowning himself left £100,000 to butterflies and wildlife in his will published yesterday. Mr Ivor Shirley, of Hampton Magna, Warwickshire, beat his wife, Diane, aged 43, his son, Paul, aged 20, and his daughter, Katherine, aged 17, to death shortly after losing his job. He then weighted his body and jumped into the Avon.

## Six-year pay deal ends restrictive practises

By Tim Jones

A large company faced four years ago with closure is now in profit after the abandonment of an authoritarian management structure and a six-year pay deal.

The company has also recently signed a contract with a major European vehicle manufacturer.

Under the pay deal, worth 33.5 per cent and unique in British industry, the 433 employees have agreed to drop restrictive practices and to reduce job descriptions at the Borg Warner Automotive plant, near Port Talbot, South Wales, from 45 to 11. Management grades have been reduced from seven to three.

Shopfloor foremen have been abolished, the role of managers changed from supervisory to co-ordinating, and workers have been arranged into "autonomous work groups". Working without di-

rect supervision, they plan, control and operate the entire production process, making decisions not only on a daily basis but for weeks ahead.

Difficulties are sorted out at an "operating board" where elected members of the working groups sit with management representatives.

Since the new working practices were introduced, profitability has increased by 30 per cent in 12 months, costs in some areas have been reduced by 50 per cent, maintenance costs have come down from £60,000 to £27,000 a month, quality has increased by 40 per cent.

By the way, the company is not a "co-operative" as some have claimed. It is a private company, owned by a consortium of investors.

Dr Runcie yesterday praised the "courageous leadership" of Methodios and said there had never been any "personal clash".

Dr Runcie, embarrassed by reports that he had a hand in the dismissal said it was

# Costs of unwanted RAF missile soar to £400m

By Martin Fletcher  
Political Reporter

A missile whose development costs have risen from a planned £250 million to well over £400 million and which will be two years late for delivery was not wanted by the RAF in the first place, MPs on the Commons defence select committee learnt yesterday.

The "sad saga" of the Alarm anti-radiation missile has further fuelled the concern of a large number of MPs over the performance of the Ministry of Defence procurement executive.

In another instance of spiralling military costs that came to light yesterday the Government's Property Services Agency was sharply reprimanded by the Commons public accounts committee for allowing US forces to build up an outstanding debt of £31.1 million

for construction works at its British bases.

Alarm was commissioned from British Aerospace in 1983 in preference to an existing American missile called Harm and was supposed to be ready by this year.

In evidence to the committee yesterday, Mr William Reeves, assistant under-secretary at the Ministry of Defence, asked which missile the RAF would have preferred, replied: "The RAF was very conscious that Harm offered some important advantages".

Questioned further by Mr Michael Mates, the committee chairman, he said: "I think I have given you the feel you were looking for and I would be most grateful if you would not press any further".

The decision to choose Alarm was taken by the Cabinet but it was not clear whether the Cabinet had overruled the Ministry of Defence

for political reasons, or whether the ministry hierarchy had overruled the RAF and recommended Alarm to the Cabinet.

Ministry officials also disclosed that there had been practically no overseas orders for Alarm, which is a priority for RAF Tornado aircraft serving in West Germany. The ministry contract had been intended to penalize BAE if the missile was not ready on time and to cost, but the main problem lay in the sub-contracted development of the rocket motor by Royal Ordnance.

Mr Michael Moss, assistant under-secretary in the procurement executive, said: "If we had extracted the penalties [from BAE] it would immediately have sought to extract them from his sub-contractor who was, in effect, us." A fresh contract had now been drawn up which put the financial onus on BAE to make the missile work.

The procurement executive, nearly half of whose £8 billion a year defence budget is consumed in unforeseen costs, has been strongly criticized for repeated fiascos.

Mr Winston Churchill, Tory MP for Davyhulme, said afterwards: "Alarm is just one of a long list of such blunders. One wonders whether the MoD have got the technical expertise, manpower and industrial knowledge to evaluate the manufacturers and their claims. Time and again, when they are entering negotiations they seem to have the wool pulled over their eyes."

In the highly critical report about repayment arrangements for works for the US forces, the public accounts committee noted that American military indebtedness had risen from £22.4 million in 1984 to £31.1 million by November last year.

That was in spite of the introduction in 1984 of a Rapid Repayment System agreed at high level, which was designed to ensure payment within seven days of the Property Services Agency presenting its bills.

Of the £31.1 million debt, undisputed bills that had been outstanding for more than six months accounted for £4.5 million, and disputed bills more than two years old accounted for £3 million. About £9 million arose from administrative failures by the agency, primarily spending more than the US authorities had authorized.

The MPs said they regretted that the Rapid Repayment System had proved so ineffective, and demanded that "much more strenuous efforts" be made to make it work. The committee demanded that the agency take the necessary action to minimize the debt as quickly as possible.

## P&O ferries to return as 900 strikers sign pay deal

By John Spicer, Employment Affairs Correspondent

The ferry company P&O is to resume cross-Channel services next week after more than 11 weeks of its dispute with crews over working arrangements.

The decision was made after more than 900 striking crew, more than half of those needed to man P&O's ferry fleet, signed the new terms and conditions at the centre of the dispute.

The company issued a statement within minutes of yesterday's 6pm deadline for employees to accept the new terms, saying it would be working out rosters to get sailings underway. Another statement will be made this morning regarding the resumption of services.

Teams of engineers and maintenance personnel were sent to Falmouth, Cornwall, yesterday to begin working up the 11 ferries that have been tied up there since the start of the strike in February.

The company said: "Rostering arrangements will have to be made but that depends on the numbers of engine room staff, stewards, deckhands and so on who have signed and who will be ready to resume duties".

The National Union of Marine, Aviation and Shipping Transport Officers has already agreed terms with P&O and said its members will sail with accredited crews from the National Union of Seamen (NUS).

Last night, the company said that employees who had not signed the new agreement were no longer employed by the company. Yesterday had been the "crunch day" for those who had been dismissed

on March 15 but given until 6pm to accept the terms.

Mr Graeme Dunlop, managing director of P&O European Ferries, told union leaders at Dover that there would be no more negotiations. The offer, which gives ratings an average rise of £400 a year on the Dover-Zeebrugge and Dover-Boulogne routes, would not be altered.

The company has said it must reduce costs on its cross-Channel services by £6 million to compete with other services, particularly in regard to the Channel tunnel when it comes into operation in 1993.

The NUS has argued that the extra money only replaces overtime and bonuses already being earned by crews and is insufficient compensation for new conditions, which union leaders claim mean longer hours and fewer days off.

The deal means that ratings, depending on grade and length of service, will earn between £11,500 and £17,400 a year in addition to profit sharing. The company said that the 362 redundancies it was seeking had been met by more than 400 men and women who had resigned from the company since the strike began.

The seamen's union said that members of the Transport and General Workers' Union had agreed not to handle ships at Dover while the dispute was on and that both French and Belgian unions had said they would also support the Dover strikers. However, P&O is confident that with so many NUS crew members having accepted the terms, its services should not be hampered when they are re-introduced.

## Investigation of PoW massacre Trial of SS man urged

By David Nicholson-Lord

A war crimes officer who investigated the killing of 70 British prisoners of war by SS officers near Dunkirk in 1940 said yesterday prosecutors would face a "difficult but not impossible" case against Wilhelm Mohrke, the former commander of Hitler's personal bodyguard.

Major T X H "Bunny" Pantcheff gave a detailed account of the massacre at Wormhoudt, northern France, when 80 soldiers were herded into a barn, had grenades lobbed into their midst and were then gunned down. About 12 survived.

He said: "The SS had been ordered to take no prisoners. They left what they thought was everybody dead. There was no effort to clear up or do anything about the bodies. They were winning a war and they thought that was all that mattered."

Details of the massacre have remained largely secret in File No WO/208/4295, marked "Closed to the year 2011", at the Public Record Office.

Mr Jeff Rooker, Labour MP for Perry Barr, Birmingham, who is to name Herr Mohrke in the Commons, will ask the Prime Minister today to explain whether there has been a cover-up.

Mr Ian Sayer, publisher of the magazine, *World War II Investigator*, said yesterday British war crimes investigators had built up a *prima facie* case against Herr Mohrke. "We want to see that justice is done."

Major Pantcheff's involvement came in the summer of 1947 when he attempted a reconstruction of events with four of the survivors. Two were badly maimed and one was mentally scarred after being left for dead by the SS. They had spent the war years in prisoner-of-war camps.

Most of the 80 men were from the A and B companies of the Royal Warwickshire Regiment, with others from the Cheshire Regiment and a



Wilhelm Mohrke, former SS officer, photographed in 1985.

few gunners from the Royal Artillery Regiment.

Major Pantcheff said: "They were in a state of great shock. They were very tired and very dirty and very old. Nobody liked being prisoners of war. But they were not frightened. It did not occur to them that anything like this was going to happen at all."

The British war crimes in-

vestigation unit report was presented later to the Judge Advocate General of the British Forces. However, by this time, Herr Mohrke was being held captive by the Russians.

The wife of Herr Mohrke, aged 77, said yesterday at her home at a village near Hamburg: "He says he did nothing wrong then, so he has nothing to say."

## Whitehall working 'is its own reward'

By David Walker  
Public Administration Correspondent

Working in Whitehall is intrinsically interesting and should compensate for pay rates below the market level, a report published yesterday, which highlighted shortfalls in recruitment to the Civil Service, says.

However, a press and public advertising campaign to increase applications from blacks and Asians had been "unbelievably successful". An awful lot of coloured people are beginning to apply, Mr Dennis Trevelyan, the first Civil Service Commissioner, said.

Overall, 6.3 per cent of non-white applicants were successful, compared with a rate of 11.5 per cent for whites. The difference appeared to be caused by educational preparation.

The annual report of the Civil Service Commission, which oversees fair procedures in Whitehall's intake, shows the Civil Service share of the best and brightest graduates is holding up, with a slightly increased proportion of fast-stream trainees coming from Oxford and Cambridge in 1987 than in 1986.

The areas suffering most from insufficient recruitment are the Crown Prosecution Service and valuers. Some 450 jobs for lawyers were open in 1987 but only 189 appointments were made, with 28 other successful applicants awaiting appointment.

About 500 extra qualified and trainee valuers are needed to cope with revaluating about two million business properties in England and Wales for the introduction of the community charge and uniform business rate in April 1990.

The commission hopes some shortfalls among specialist staff will be mitigated by internal training programmes and greater flexibility in pay.

## Methodios defends policies

By Ruth Gledhill and Clifford Longley

Archbishop Methodios, the dismissed leader of Britain's 250,000 Greek Orthodox Christians, strongly denied yesterday that he "coveted other thrones".

He also disputed suggestions that relations between the Anglican and Orthodox communities had suffered since his appointment in 1979.

He said the real reason for his dismissal, reportedly influenced by the Archbishop of Canterbury, Dr Robert Runcie, was his determination to expand the Greek Orthodox community in Britain.

That had provoked the leaders of other churches facing decline, he added.

Dr Runcie yesterday praised the "courageous leadership" of Methodios and said there had never been any "personal clash".

Dr Runcie, embarrassed by reports that he had a hand in the dismissal said it was

"entirely a matter for the Ecumenical Patriarchate".

Methodios, aged 63, said he had been expecting for "some months" to be dismissed as Archbishop of Thyateira and Great Britain. He will soon leave his official residence in Paddington, west London, and return to his father's house in Athens.

"I have not been deposed. I remain an archbishop. I just no longer have this diocese", he said.

Methodios denied that he had behaved in an "unseemly and improper" manner. "They say I tried to depose the patriarch and replace him with the Archbishop of America so I could go to America myself. This is a myth. This diocese is more than enough for me."

"Dr Runcie is a good friend of mine and has been for 20 years." He said he had opposed "certain Anglican contemporary innovations" in the Church of England.

He made an official protest to Dr Runcie and to the Archbishop of York over the appointment of Dr David Jenkins as Bishop of Durham. Methodios has also published a treatise against the ordination of women and has been shocked by recent events surrounding the debate on homosexuality in the church.

He said: "I am sure Dr Runcie was compelled to interfere in this business. Relations between the Anglican and the Orthodox communities have not suffered."

Methodios has written a summary of his achievements and the reasons which he believes lie behind his dismissal in a 14-page pastoral letter to be published later this week.

"I will send the letter around the world", he said. "I explained that I tried to establish in Britain an independent, strong and proud Greek Orthodox community."

## Union boycotts jobs scheme

By Roland Rudd

A leading trade union is to boycott a £1.4 billion training programme aimed at creating work for 600,000 long-term unemployed. Other unions are expected to follow.

The General Municipal, Boilermakers and Allied Trades Union (GMB) announced its decision yesterday. The general council of the Trade Union Congress is almost certain to vote next week for a total boycott of the programme, badly denting its effectiveness.

Mr John Edmonds, GMB general secretary, said he had decided to reject the pleas of TUC officials to back a compromise.

The TUC officials and the Manpower Services Commission, which will administer the programme, were last night involved in urgent moves to persuade moderate unions to back it.

The TUC is aware it is in danger of being seen to abandon the unemployed.

Mr Norman Fowler, Secretary of State for Employment, yesterday made it clear the Government was determined to introduce the programme as planned on September 5. It replaces the Community Programme and the Job Training Scheme.

Trades unions, though, have crippled past initiatives, preventing an increase of 75,000 places on the Job Training Scheme.

The TUC was opposed to the new programme because trainees will be paid only the equivalent of their benefit plus a £10 travel allowance. It demanded "the rate for the job".

Mr Edmonds said some unions on the general council would have been prepared to compromise if the Government had been willing to pay the same rate it pays trainees on the Community Programme, which is £67 a week.

After meetings with Mr Ian Johnson, head of the Man-

power Services Commission, Mr Edmonds said he was depressed that no guarantee on a reasonable payment could be given.

The three trade union members of the commission may resign.

Mr Ron Todd, one of the commissioners and general secretary of the Transport and General Workers' Union, asked the Government for a guarantee that the training scheme would be voluntary.

The Scottish TUC yesterday compounded the Department of Employment's problem over the planned scheme when its annual conference voted overwhelmingly for a campaign of "active opposition".

Mr Bill Spiers, deputy general secretary designate, said that Labour-run local authorities throughout the country would refuse to provide the training agents, who are critical to the operation of the scheme.

## Inquiry into National Union of Students

# Baker looks at alleged misuse of aid

By Boris Johnson

The government inquiry into the affairs of the National Union of Students will investigate claims that the union misuses taxpayers' money for political campaigns, does not represent students, and fails to provide welfare services.

Mr Kenneth Baker, Secretary of State for Education and Science, launched the inquiry after the Conservative Collegiate Forum, the student wing of the Conservative Party, produced a report entitled *Licence for Profligacy*.

It formed the basis of an early-day motion of Mr Timothy Janman, Conservative MP for Thurrock, which condemned the union.

One focus for disquiet is that unlike individual student

unions, almost all of which are affiliated to the NUS, the parent body is free to make political gifts and affiliations without fear of acting unconstitutionally.

The union has grown more left-wing during the past five years - its 21-strong executive contains no Alliance or Conservative members. It has become bolder in supporting and financing a one-sided political manifesto.

Since in theory almost every student in the country is a member, there is growing anger and frustration at this stance.

Opponents scorn the notion that the union was speaking for most students when it passed an anti-poll tax motion

at its conference in December last year. The motion encouraged students to refuse to pay the tax, and promised to provide legal backing to those prosecuted for their action.

The union gives money to left-wing causes. Striking miners received £1,000 in 1984, and it organized national speaking tours by Women Against Pit Closures and Gays Support The Miners.

More recently, £2,000 was given to organizations fighting the Abortion Bill, and the union provided transport for a national demonstration.

The Government is also expected to investigate the union's policy favouring the legalization of cannabis, and an article in *National Student*

magazine, describing how to make crack, a cocaine derivative, which said the drug was "staggeringly pleasurable".

The magazine receives £24,000 of the union's £2 million annual budget.

Some £220,000 of taxpayers' money was spent on union conferences in 1986-1987. Critics say that intimidation and violence is used to produce extreme motions, and the practice of "mandation", by which delegates may not dissent from the view of their individual student unions, means that minority views are ignored.

It is also said that many student services, such as welfare, the student's card, travel discounts and insurance, can be obtained independently.

## Auction sets world record price Diamond sells for 9 million dollars

By Sarah Jane Checkland, Art Market Correspondent

The largest diamond ever to come to auction fetched \$9.1 million (£4.8 million) in New York on Tuesday night.

It was a record for any jewel and a surprise for Sotheby's and the firm admitted it was apprehensive before the sale.

Mr John Block, of Sotheby's said: "We had very little presale knowledge about how it was going to do. I was very nervous about it selling at all, let alone getting such a record." In the event, it was he who coaxed the winning bid from a private telephone bidder.

"The atmosphere was electric beyond my belief", he said. There were four candidates at the start, two on telephones and two in the

room. Bidding went fast, in units of \$100,000, with "people yelling out their bids". At \$7 million there was a pause.

"My client went quiet. I said 'Do you want to go one more?' Just before the hammer came down, he bid again, and bought it." The auctioneer, Mr John Marion then proceeded to set another record, this time \$4.7 million (£2.5 million) for a pink diamond, as well as three other prices in excess of \$1 million.

The record pear shape diamond has all the best credentials for a diamond. It is 85.91 carats; flawless; colour "D" (the highest and best of all gradations of tone and shade) and cut to refract the light in a thousand directions.

Before the sale, Sotheby's placed it slightly below the Cullinan III, in the British Crown Jewels, and slightly above the Spoonmaker Diamond, in the Topkapi Museum in Istanbul.

They had also strong seductive phrases through their glossy catalogue such as "The purchase or possession of a diamond signifies wealth and power".

According to Mr John Block, this salesmanship worked. "Some of those staring the bidding had such aims in mind." But he said, people who spent so much money did not generally want their names to be broadcast.

The previous record for a jewel was \$6.6 million, paid in

1980 at Sotheby's Geneva for a pair of ear pendants with four pear-shaped stones, weighing a total of 131.86 carats.

Mr Block said he was amazed at the interest from private buyers. "This is a recent development. As quickly as people sell because they are afraid to wear them, young glamorous people are buying them to wear."

According to him, most of the buyers over the \$100,000 dollar mark are men buying for their wives. Under that price, many of the buyers are women.

The sale totalled \$34.6 million (£18 million), with 10 per cent unsold.

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## Withdrawing treatment 'can be justified'

# Some babies should be left to die, says consultant

By Thomson Preatice, Science Correspondent

Hospital doctors are justified in allowing some frail newborn babies to die by withholding or withdrawing life-saving treatment from them, a consultant paediatrician said yesterday.

Professor Alexander Campbell, told a conference on medical ethics that professional decisions to let babies die would become more frequent in the next few years.

He disclosed that in Aberdeen hospitals between 1981 and 1985, 82 per cent of the neonatal deaths followed decisions by doctors to withhold or withdraw life support.

"This does not mean that more infants are being denied intensive care but reflects the increasing number of tiny infants who are born under 28 weeks' gestation and who survive at least for a short time," he said.

There were clear cases where withholding or withdrawing life support was justified. These included cases of gross brain disorders and of aborted foetuses found to be still alive.

"Some attempted terminations go wrong and increasingly paediatricians are being asked to resuscitate and treat one of these cases minutes after a colleague has been trying to kill it," he said.

"We have a duty to care for these infants but they may have been damaged during the abortion procedure. It's also most unlikely that their mothers will want to care for them. I believe in such cases aggressive intervention should be withheld."

Recent advances in intensive neonatal care were increasingly being applied "recklessly and indiscriminately" in some British hospitals, Professor Campbell, of Aberdeen University, told the Leeds University conference.

"There must be limits to intensive care if it is not to become a new and potentially cruel form of child abuse. The decision that an infant would be better off dead is an awesome one but one that sometimes must be taken."

Neonatal mortality rates had fallen in recent years to levels previously thought impossible and the successes of intensive care had come to epitomize the triumph of medicine, he said.

But there were also cases where such procedures were "painful, cruel, middle-aged and futile" and efforts were necessary to strike a balance between the responsible and irresponsible use of the skills, techniques and equipment now available in hospitals.

The crucial question in deciding whether a baby's life should be saved was the quality of life awaiting the child if it recovered.

Professor Campbell said the increasing number of very low birth weight babies "born at the very limits of viability" between 22 and 26 weeks' gestation were posing particular dilemmas for doctors and hospital staff.

"The delivery room is no place to make snap judgments. It is often junior doctors who are at the delivery and they must be given clear instructions. These are that an infant born alive should receive the standard life-saving measures," he said.

In many cases there were high risks of serious brain damage. "Granted that we can save a life the question is what kind of a life are we saving," he said.

High technology medicine was being increasingly used "relentlessly and indiscriminately" while too little attention was given to the wishes of parents and the pain and suffering of the infants.

There might occasionally be cases in which treatment was futile and withdrawn or withheld against the parents' wishes perhaps because of their inability to understand the medical complexities.

When an intensive care unit was overcrowded the effort spent on some babies might have a detrimental effect on the care of others, he said.

There were guidelines for doctors from professional bodies and from hospital ethics committees but these were sometimes inadequate or unsatisfactory.

Doctors had to take the responsibility and if necessary the guilt for their decisions to allow babies to die, but that was how it should be, Professor Campbell said.

"It would be folly to remove the responsibility, the duty

and indeed the agony of decision-making from the doctors."

Professor Campbell said that until fairly recently specialists believed that premature babies weighing less than 1000 grammes (2.2lbs) were unlikely to survive.

But it had become possible to save babies weighing as little as 500 grammes. "In my view 750 grammes is a flexible level below which medical intervention should not be continued."

Most delegates at the conference yesterday appeared to sympathize with Professor Campbell's views.

Some referred later to the situation in Liverpool last year when all the septuplets born prematurely to a woman who had received fertility drugs died over a period of days, although the hospital's intensive neonatal care unit was equipped with the latest medical technology.

Miss Jennifer Jackson, a lecturer in philosophy at Leeds University, said she believed doctors were safe from legal action if they could show that they made reasonable efforts to save an infant "in the light of customary medical practices and expectations."

The principle of acting in the best interests of the patient was a good defence and if treatment could do more harm than good doctors must not administer it, she said.

"The Liberal MP, Mr David Alton, has dwelt on the horrors that abortion inflicts on the foetus but it could be argued that the protracted suffering of neonates who have a precarious hold on life might be incomparably worse."

It perches somewhat incongruously on the fifth floor of a building in Savile Row in the West End of London.

It is the most comprehensive archaeological laboratory in Britain and its functions range from conserving ancient artefacts to examining

the effects of acid rain on historic buildings. The objects to be displayed include bones from an Anglo-Saxon settlement at Heslerton, North Yorkshire, and some from Stanwick Roman villa, Northamptonshire, including the skeleton of a miniature dog.

The laboratory is a pioneer in the retrieval and conservation of fragile artefacts and in the use of geophysical survey techniques to determine the need for so-called rescue excavations in advance of building work.

(Photograph: Chris Harris)

## The Savile Row skulls



Mrs Patricia Stevens, an archaeologist, examining the skull of a sixth century wild cow found in Lincolnshire. The skull is one of many to be displayed when English Heritage opens its Ancient Monuments Laboratory for the first time tomorrow and on Saturday.

the effects of acid rain on historic buildings.

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(Photograph: Chris Harris)

## Security guard is shot dead at bank

By Michael Horsnell

A £25,000 reward was offered yesterday after a security guard was shot dead in an attempted robbery.

A raider fired a single shot from a revolver at the guard. He escaped empty-handed on the back of a motor-cycle after another guard had snatched back from him a bag containing cash.

The raiders struck outside a branch of the Midland Bank in Tottenham Court Road, central London, after a Securicor vehicle drew up and two guards went in to cash two cheques of undisclosed amounts.

The guards were confronted as they returned to the van. One raider shot the driver's colleague and grabbed the bag from the driver.

Passers-by tried to resuscitate the shot guard, who was wounded in the chest. He died in University College Hospital. The reward was put up by Securicor.

Scotland Yard said a red motor-cycle used for the getaway was found abandoned two streets away.

Mr Vipin Patel, aged 49, a clothes shop owner who saw the shooting said: "I was standing outside my shop and saw a fairly squat man in his forties with a pistol.

"There was a crack and the guard fell to the floor. Moments later the man began shouting and made off down Beaumont Place still holding the gun in both hands."

Mr Jason Hadlow, aged 24, manager of a Tie Rack shop near by, saw the gunman speeding off on the motor-cycle. He said: "I heard a bang, or a crack like a pistol shot. I looked across the road and saw a motorbike, probably a 250cc and certainly no bigger, speed off round the corner from the bank."

## Survey of managers' pay

# Women leap up salary list

By David Young, Energy Correspondent

The earnings of women managers are rising faster than those of their male colleagues, a latest business survey says. The number of women taking part in the regular surveys has also increased.

Women's average salaries in middle management rose 11.3 per cent, for men the increase was 9.9 per cent. Although the gap is closing, men still earn more — an average of £22,540 compared with £17,984 for women.

Women managers now account for 7.2 per cent of those taking part in the earnings survey, by the British Institute of Management.

The survey shows directors' average salaries to be £49,771, up 11.9 per cent.

Only in the chemicals, metal manufacturing and mechanical engineering industries are women not taking an increasing share of management jobs. The textiles, construction, financial and

technical services industries have more than doubled their number of women managers.

Women managers are on average younger than their male colleagues. At director level the typical woman is 40 and earning £31,643 a year; men at the equivalent seniority are aged 48 and earning £44,830.

More managers and directors get company cars, 70.4 per cent compared with 68.3 per cent in 1987. However, middle managers in smaller companies are less likely to get a company car than they were in 1987. Only 29.8 per cent had one, compared with 35.7 per cent the previous year.

Mr Peter Benton, director general of the institute, said yesterday: "This survey has identified a healthy trend towards greater incentives for British managers and a strong link between pay and corporate success. Given the

important role of management in the UK's economic revival it is vital that this trend should continue.

"It is essential for us to recruit managers of the highest calibre, and we will only be able to realize this aim if we continue to reward the people who make wealth creation possible."

Directors' bonus payments rose faster than their salaries and 54.2 per cent of the directors who took part in the survey receive bonus payments.

Salaries and training in British engineering firms are below the level of those of European and American competitors operating in this country. A survey by *Electronics Weekly* magazine among 2,500 of its readers found that the average pay for staff of a US company in Britain was £18,201 a year, £16,726 in a European firm, and £15,935 in a British one.

## Former butler in Egypt relics find left £5,000

By David Cross

A former butler who helped to find 300 Egyptian relics at the Carnarvon family home has been left £5,000 in the will of the sixth Earl of Carnarvon.

Lord Carnarvon, who died last September, aged 88, was the son of the fifth earl who, with Mr Howard Carter, found the tomb and treasures of Tutankhamun.

Mr Robert Taylor, aged 75, remembered the fifth earl placing the artefacts in secret cupboards at Highclere Castle, near Newbury, Berkshire, about 60 years ago.

Other bequests were made to members of Lord Carnarvon's staff. The bulk of the estate went to his family.

The former Lord Porchester, racing manager to the Queen, became the seventh earl on his father's death.

Other wills, page 16

## Cleared NCO is still facing Army dismissal

A staff sergeant was yesterday cleared of kissing a soldier, but he still faces being dismissed from the Army.

Staff Sergeant Alan Soer, aged 34, was convicted at an earlier hearing of having sexual intercourse with another young soldier. A court martial at Colchester, Essex, which heard the kissing case was not told of the previous conviction.

Staff Sergeant Soer, a father of three, of the 1st Battalion, The Royal Regiment of Fusiliers, was acquitted of indecent assault and of an alternative charge of conduct to the prejudice of good order and military discipline by improperly embracing Fusilier Alan Dodd, then aged 18.

He said Mr Dodd, who has left the Army, thought anyone in the Army "must have a screw loose". He nearly

started a fight when he aired his views in a cafe in Akamas, Cyprus.

He took Mr Dodd, who was "very distressed", for a walk. They sat on a grassy bank. Mr Dodd had claimed the staff sergeant kissed him, but the NCO told the hearing: "He gave me a kiss or a sort of slobber on the cheek, then seemed to go a bit funny, come to, jump up with a scream and run down the track."

Mr Dodd also claimed Staff Sergeant Soer kissed him on another occasion.

After his acquittal yesterday it was disclosed that Staff Sergeant Soer was found guilty last week of a serious sexual assault on a soldier aged 21.

He was sentenced to serve two years in jail and to be dismissed from the Army. The sentence is subject to confirmation.

## Arts Council 'ignoring the North'

By Andrew Billen

The Arts Council was accused of ignoring the needs of the North after the announcement yesterday of a 5 per cent overall grant increase to regional arts associations.

Mr Luke Rittner, secretary general of the Arts Council, announced that Eastern Arts had won a 14.6 per cent increase, reflecting the fact that it had been under-funded in the past.

However, Northern Arts, based at Newcastle upon Tyne, which covers Cumbria and Tyneside, reacted bitterly to its increase of 0.6 per cent.

Mr Peter Stark, director of Northern Arts, said: "The Arts Council had the money to ensure that at the very least all regions received the basic 3 per cent increase. They made a quite conscious decision not to do so."

Mr John Pritchard as chief conductor of the BBC Symphony Orchestra in October next year. Mr Davis, music director of the Toronto Symphony, has appeared regularly at the Proms and with the orchestra since 1970.

Earlier this week, Mr Giles Radice, Labour MP for Durham North, led a delegation of Labour MPs from the North to protest to Mr Richard Luce, Minister for the Arts.

Mr Radice said: "The business structure in the North means that there are not many rich private industries available for sponsorship so the area does not qualify for much business incentive money from the Arts Council either."

Replacement funds from the Arts Council after the abolition of the six metropol-

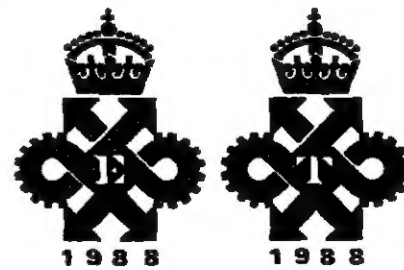
itan county councils are reduced annually, leaving associations such as Northern and Merseyside, which gained a 2.2 per cent rise, with a constantly lowering base level of grants.

The Arts Council's extra development money, worth £1.1 million, has been distributed by a uniform calculation based on factors such as population, unemployment, average earnings and existing direct grants from the council for individual organizations.

Merseyside, which has two directly subsidized playhouses and no rural hinterland within its boundaries, loses out under the formula.

Mr Rittner said that to have used the extra development money to ensure associations in the old metropolitan county areas did not lose out would have been retrogressive.

## wins Queen's Awards



Not many companies are honoured by two Queen's Awards in one year — one for Export Achievement and another for Technological Achievement. But then not many companies have British Gas's ability to occupy space age technology to the needs of their own customers and then to export that technology worldwide.

The Awards were given to the On-Line Inspection Centre of British Gas at Cramlington, Northumberland for its development and international commercial exploitation of a device which can inspect buried fuel transmission pipelines internally, in situ, whilst they remain in service. Called an intelligent pig, it is a self-contained vehicle which passes along the pipeline driven by the pressure of gas or oil flowing through it. It carries on board a micro-miniaturised recorder capable of storing thousands of millions of separate readings, and a highly sophisticated computer to examine the readings from the pig's sensors and to eliminate irrelevant data.

The whole vehicle has to be able to withstand severe shocks, high pipeline pressures and to operate at accelerations of up to 25 G.

A typical 'pig' run of about 80 kilometres produces enough data to occupy many hours of mainframe computer time back at base, enabling the technicians to pinpoint the location of any flaw in the pipeline to within a metre.

All the main pipelines of British Gas have been — and continue to be — inspected in this way.

The Queen's Award for Export Achievement reflects the success of the On-Line Inspection Centre of British Gas in developing overseas markets for the intelligent pig — in North America, Europe, Australasia, the Middle East and Africa — for both offshore and land pipelines.

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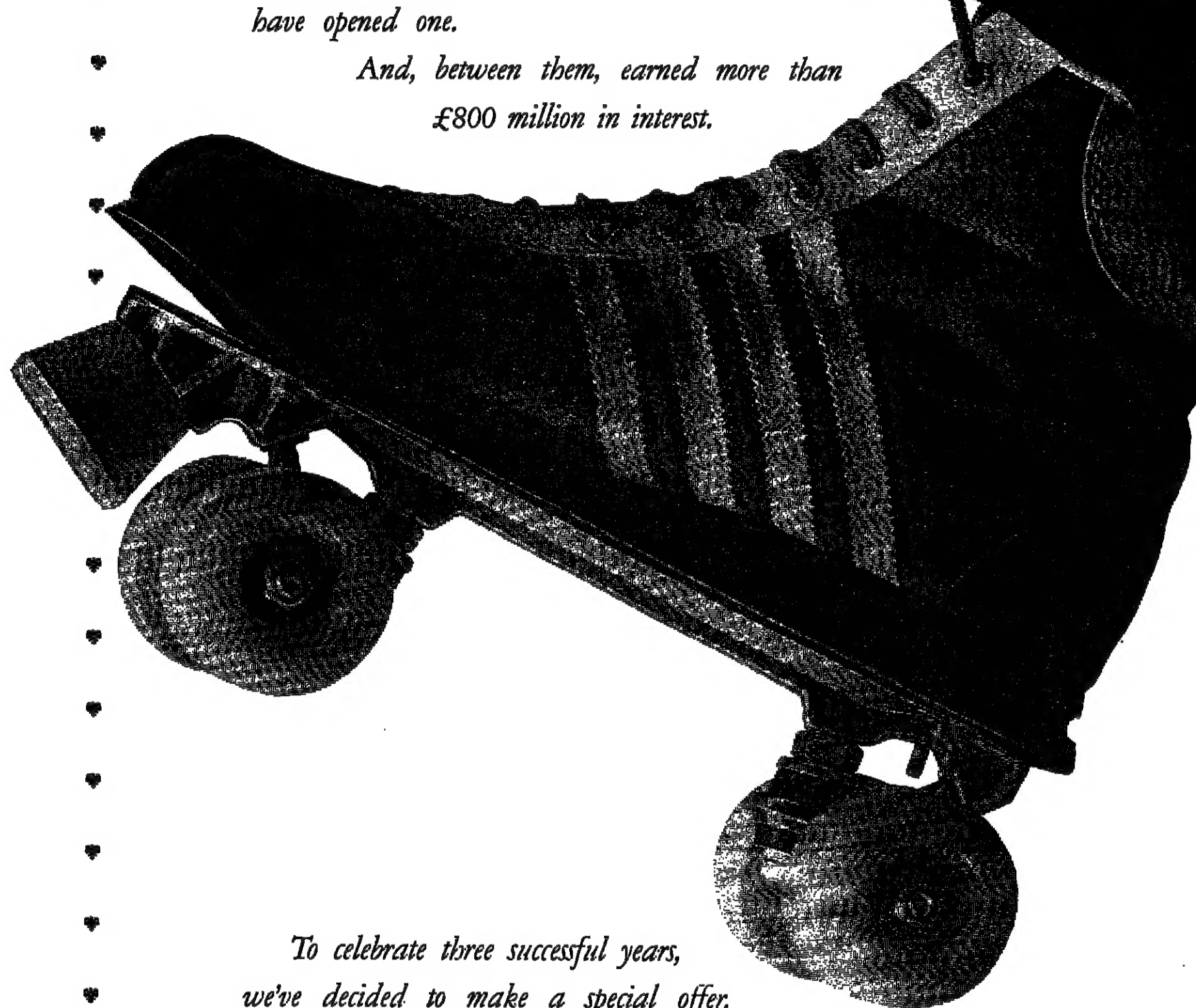
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# £30m safety steps to avoid repeat of King's Cross fire

By Tony Dawe

London Underground disclosed yesterday the 100 steps it is taking to prevent a recurrence of the King's Cross disaster in which 31 people died last November.

The measures costing more than £30 million include the installation of fire detection equipment and the replacement of combustible materials in Underground stations.

Checks have also been made to ensure that fire prevention equipment is working properly and that staff know how to use it.

The measures were detailed in a report produced by London Underground and submitted to the public inquiry into the disaster.

Mr Lionel Read, QC, counsel for London Regional Transport and its subsidiary, London Underground, told the inquiry: "All responsible members of London Underground have striven to identify with as much certainty and speed as they can what action should be taken to prevent the recurrence of this disaster."

He suggested that the measures should form the substance of the recommendations to be made by the inquiry and added that "nothing of substance is lacking in them."

In his opening speech to the second part of the investigation, which is dealing with the lessons to be learnt from the catastrophe, Mr Read criticized counsel for the inquiry, briefed by the Treasury Solicitor, for unjustifiable attacks on London Underground, and also Mr Desmond Fennell, QC, chairman of the inquiry.

Mr Read said: "Attention is best concentrated on the extent to which the action taken or being taken reflects a sufficient response to the known causes of the King's Cross disaster."

He criticized attempts to widen the inquiry and called for a ruling from Mr Fennell on whether it should investigate general matters of safety which he claimed were irrelevant to the issues at King's Cross. Claims made earlier that safety had been sacrificed to cost cutting were "wounding criticisms" which were not supported by any evidence.

He said that the call for a new independent body to oversee London Regional Transport was "not remotely justifiable". It was "plainly

ludicrous" to create a new agency to keep London Regional Transport on its toes simply because of one fire on one escalator in one station.

Mr Read criticized Mr Fennell for his request at the end of the previous day's hearing for minutes of board meetings of London Regional Transport to be provided to the inquiry. He said it was "unnecessary of the court to make references to its powers of subpoena to obtain the documents and said that he had earlier been instructed to provide them subject to certain clarifications."

"Subject to the need to ensure commercial confidentiality, LRT has no objections to supply to the Treasury Solicitor for consideration by him and counsel for the court any documents they regard as potentially helpful and LRT is very willing to do so", he said.

Mr Read said that the transport authority would pay compensation for injury, loss

● Claims that safety had been sacrificed to cost cutting were wounding criticisms not supported by any of the evidence ●

or damage suffered in the fire without the need for anyone to prove a breach of duty on its part.

"Financial compensation can never be full recompense for loss or injury. Nothing can bring back the 31 who died at King's Cross last November and only the doctors can heal to the best of their ability the injured. Some will always have physical or mental scarring from the events of that evening."

In listing the 100 measures being taken by London Underground, Mr Read admitted for the first time that there had been several failures in safety procedures.

The actions of some of the 19 staff on duty at the time of the fire could be criticized. "It is unfortunate that relief station inspector Christopher Hayes did not inform the station manager and line controller more quickly upon discovering the fire," Mr Read said.

"Station inspector Hayes did not try to activate the water fog equipment. He did

know how to turn on the equipment and where the controls were. It is likely that he forgot to do so in the emergency and turned to an alternative and available method of fire-fighting — an extinguisher."

He said that the management of the incident was "wrongly handled" and pointed out that at no time between the fire first being detected and eventually erupting was there a London Underground supervisor in the ticket hall or at the foot of the escalators to control passengers.

Two ticket collectors who should have been on duty at the time were taking unrostered meal breaks and would be disciplined. "If those two had been on duty, they could have played a part in controlling the passengers."

He also admitted that the cleaning of the escalator where the fire started had not been comprehensive and that lack of adequate communication between staff in the ticket hall and those on the platforms had hampered the handling of the incident.

Steps had been taken to prevent all these failures ever occurring again. He said the training of staff in emergency procedures was being improved at all levels and the company did not believe that extra staff was necessary.

He announced proposals for carrying out emergency exercises on the Underground twice a year with the full participation of the emergency services but added that regular simulated evacuations on all stations were regarded as impractical during operating hours.

The programme of replacing wooden materials should be completed by the middle of next year. The company had decided against accelerating its programme of replacing wooden escalators but cleaning programmes were to be improved.

London Underground had decided to fit all escalators with heat detectors linked to automatic sprinklers to cope with any future escalator fire.

It was also creating two new posts: a chief safety inspector to be appointed shortly together with a senior fire officer to collaborate with the London Fire Brigade.

Mr Read will conclude his speech when the inquiry continues into its fifth day today.

## Clean up for sculpture



Miss Kate Garland, a senior sculptor with the National Trust, cleaning a classical marble bust at Farborough Hall, Warwickshire. It is one of 29 bought by the trust with the help of a £155,000 grant from the National Heritage Memorial Fund, to keep them at the hall.

## 1992 promises wider market for drug gangs

By Stewart Tandler, Crime Reporter

The single European market in 1992 will offer rich pickings for criminals as well as businessmen, a national police drugs conference was warned yesterday by the leader of Britain's chief constables.

International traffickers in heroin, cocaine and cannabis are already operating large smuggling networks across Britain. They and other criminal operations could well exploit the end of many frontier, customs and trade controls.

Fighting international trafficking is already too expensive for single police forces to tackle alone and yesterday the conference was warned that investigators will have to abandon trying to get criminals into British courts and help colleagues abroad to bring prosecutions.

Senior police commanders debated earlier this month the risks that the EEC open market will bring and chief constables plan to approach their European equivalents to set up a top level international conference on the implications to the police of 1992.

The plan to set up the conference was disclosed yesterday by Mr Roger Birch, chief constable of Sussex and president of the Association of Chief Police Officers, as he opened the drugs conference organized by the association. Mr Birch is also to lead an association initiative to improve international co-operation.

Addressing drugs investigators and senior police Mr Birch said a new urgency had been injected into attempts at improving international co-operation because of the imminence of the single market.

He told the conference: "The opportunities for increased criminal activity of all kinds this will provide cannot be overlooked and without doubt those who deal in drugs will be seeking to exploit the changes to full advantage."

Mr Birch told the conference, which is concentrating this year on the work of lay and medical experts in fighting drug abuse, that "the largely unseen cancer of criminal use of drugs continues to threaten its way insidiously into the sinews of society."

"Its threat to the general well-being and prosperity of a nation should not be underestimated. It can penetrate all social class barriers, strike at rich as well as poor, educated as well as ill-educated. Its symptoms are not always evident until too late."

The costs of fighting international trafficking were explained by Hugh Annesley, the Scotland Yard assistant commissioner in charge of specialist detective operations. International co-operation was developing.

He told the conference: "Top flight drug traffickers do not respect the niceties of regional, domestic and international boundaries. It will need to be accepted within individual forces and by their police authorities that the days of expensive investigative effort leading in all cases to arrest and trial in this country are over."

Cases started in Britain could be more efficiently prosecuted on the Continent or in the United States or elsewhere. Other cases started outside Britain could end here.

## Telecom meets 90% target in pay phones drive

By Andrew Morgan

British Telecom has met its target set last year of having more than 90 per cent of its pay phones in working order, according to an independent survey published yesterday.

Telecom took the occasion to announce an increase in the number of pay phones, particularly those using Phonocards, improved repair and self-reporting systems and better preventive maintenance as part of its £160 million modernization plan begun three years ago.

Managers claim that a new target of having 95 per cent of its pay phones working by March 1990 could be brought forward.

The survey, jointly funded by Telecom and the Office of Telecommunications (OfTel), the public

watchdog, established that 92.3 per cent of pay phones were working during the period March 5 to April 1. In the period covering last November and December, the figure was 72.4 per cent.

A nationwide breakdown found that Scotland had the highest proportion of working phones, with 95 per cent, and England the lowest with 91.9 per cent. The London area was lower with a rate of 89 per cent.

Mr Mike Bett, managing director of Telecom UK, said there would be no smuggling. "We are firmly committed to the pay phone service. Before privatization, people spoke of us ripping out phones, but we have actually installed an additional 3,500 in the past two years", he said.

Professor Bryan Carsberg, director general of telecommunications at

OfTel, said: "This is splendid news. BT has a difficult job to counter theft and vandalism but this result shows what can be achieved."

OfTel will not publish monthly figures, but Telecom will continue to report to it.

Telecom claims that the improvement has come about largely because of improved reporting and repair times in respect of the 80,000 pay phones, with most of the faulty machines being repaired within 24 hours. Most pay phones are also checked daily.

Mr Bett said that pay phone theft was still a big problem; it was losing £40 million through damage, theft and lost revenue. "You never say that we have cracked it, but we have given the criminal world a very severe warning that we will be on their trail and secure

their prosecution if we can", he said.

Telecom now has 11,000 card phones and aims to increase this to 20,000 during the next two years. Mr Bett said: "I would be disappointed if we don't reduce the £40 million deficit in running pay phones. There is a long way to go before profitability, but I am confident that the least we will do now is to break even for the first time."

● The Post Office Users National Council has found that first class letters posted on a Thursday are most likely to arrive on time. The worst postage days are Fridays and Saturdays. The Post Office, which measures letter timings from arrival in the sorting office to the day of delivery, has set a 90 per cent target for getting letters to their destinations the next working day. Its delivery figures for February were 89.5 per cent.

## Prison for terror at matches

A judge defended the image of football yesterday as he jailed two Millwall supporters after they were convicted of conspiracy to cause an affray.

Judge Kenneth Cooke told the men at Southwark Crown Court, south London, after a three-month trial that their reign of terror had nothing to do with the national game.

He said: "I think it's a great pity that we have coined the phrase 'football hooligans'. This conduct has nothing to do with football."

"It's a great pity that the name of football has become tied to hooliganism in this fashion. We should think of another phrase for it."

Keith Wilcox, aged 29, a father of three, of Orton Goldhay, near Peterborough, Cambridgeshire, was jailed for four years. Stephen Taylor, aged 26, a father of two, of Upminster, Essex, was jailed for 36 months.

Colin Linton, aged 25, of Peckham, south London, and Stephen Truss, aged 24, of Addiscombe, near Croydon, Surrey, were acquitted.

The court was told that Wilcox and Taylor had led a six-month campaign of "havo and mayhem".

## Record prices ease gloom

Christie's was left with nearly half its European sculpture and works of art unsold yesterday after a sale which brought some excitement but also a disturbing number of disappointments.

There were two world records, first for a dramatic bronze sculpture cast by Antonio Susini, from a model by Giambologna. It shows Desdemona, the wife of Hercules, struggling wildly as the centaur, Nessus, carries her off, and was first modelled by Giambologna for the Salvati family in 1575. It fetched £440,000 against an estimate of £200,000 to £300,000.

The London dealer, Danny Katz, paid a runaway £308,000 — more than four times the estimate — for a fifteenth century Italian marble relief of the Virgin and Child by the Master of the Marble Madonnas. Although the true identity of this artist is unknown, art historians have been able to piece together a distinctive oeuvre comprising a number of reliefs with sweet-looking Virgins and cherubims.

After the sale, Mr Charles Avery, of Christie's, said the medieval objects market is restricted, although people know there is big money around so they insist on high reserves.

"As there are no analogies for these things, you cannot

say what is a high reserve. If you guess too low, the client takes it elsewhere, if too high you are unlucky."

Casualties included a fifth century Byzantine bronze linquid model of a standing man, and a twelfth century German oak lectern in the shape of an eagle. Both had been estimated at between £150,000 and £250,000.

As the afternoon proceeded Mr Avery had managed to sell privately a number of works.

by Sarah Jane Checkland  
Art Market Correspondent

including an early seventeenth century Florentine bronze rearing equestrian group, by Pietro Tacca. Estimated at £150,000, he had found a buyer prepared to pay £115,000.

There were three records at Sotheby's Old Master paintings sale. Top lot was "A view of Rome" by Gaspar Van Wittel, also known as Yanvi-tell, which fetched £236,500 against an estimate of £100,000 to £150,000.

The picture shows the imperial marble yard beside the Tiber in the foreground and the Capitol in the distance. It was bought by a private buyer.

Another record was for the Dutch seventeenth century artist, Lieve Verschuier, for his picture of a Dutch whaler unloading in an estuary. It is an attractive painting showing a bright choppy sea, and scudding clouds. It was bought anonymously.

The final record was for a still life with fruit and flowers by the French seventeenth century artist, Michel Boulton, a type of painting becoming popular with private buyers. It sold for £92,400, within estimate. A similar still life, by the Dutch artist Jan Van Os, sold for £220,000 (within estimate).

A painting of the Immaculate Conception by the Spanish painter, Murillo, one of his favourite subjects and probably the last in private hands, fetched £198,000 (estimate £120,000 to £180,000).

The Walpole Gallery, which opened in London this week, acted in an official capacity for the city of Venice, bidding £40,700 (estimate £20,000 to £30,000) for a portrait of the artist, Sebastiano Ricci, painted and brushed in hand, by the Milanese artist, Bartolomeo Nazari.

First bought for the Venetian collection of Count Johann Matthias von der Schulenburg, and sent for sale by his descendants, the purchase means a home-coming for the painting.

## B&B landlady comes in from the cold

By Shona Crawford Poole, Travel Editor

Bed and breakfast hostilities are changing to satisfy demand from all sections of society. Smoking is frowned upon, but dogs are more welcome than children.

Landladies do not deserve their image as prima authoritarians and had cooks, the authors of *The Good Bed and Breakfast Guide* say. Of the top 10 listed in this latest *Which?* guide, seven impose smoking restrictions, six refuse small children but only four will turn away men's best friend.

The authors, Susan Cansin, formerly of the British Tourist Authority, and Elaine Dillard, both Britons living in the United States, say that the more than 700 establishments listed are the best B&Bs we have stayed in, places we would recommend to anyone.

At £10 to £20 a head a night they find plenty to recommend, from Holly Lodge in Bath — "straight from the pages of *House & Garden*" — to the "superb" breakfasts and matching wallpapers, curtains and bedspreads of Manor Farm Barn in Tynaton, Oxfordshire.

The authors say: "For years the British B&B has offered travellers an inexpensive alternative to grander hotels and inns, but until recently it tended to conjure up visions of lino and saggy, none-too-clean beds in chilly bedrooms."

"Nevertheless, the B&B flourished because it met a need — people without bootless pockets had to have somewhere to stay when away from home." One reason for better standards is that the

guest houses are homes too. "They have tended to become more comfortable as living standards have improved."

Many guests are businessmen, including Americans, who prefer the homeliness to the impersonal atmosphere of large hotels, although their companies are footing the bill.

Landladies and landlords "tend to be interesting personalities with a fondness for meeting people". There is Janet Flory of Manor Farm Barn who wears a Union Jack pinafore to cook breakfast, and the "exuberant" Carrolle Sellick of Holly Lodge.

Mrs Sellick, for whom inclusion in the guide was a "wonderful surprise", said "doing up old homes" was her passion. "It is amazing how much detail guests notice", Mrs Sellick said. "I think the

odour of a house is important. We always have fresh flowers and pot pourri. And this is a no smoking house."

The guide's top 10 bed and breakfast houses are: Holly Lodge; Hayburn Wyke, Salisbury, Wiltshire; Manor Farm Barn; The Old Vicarage, Higham, Suffolk; Carline Guest House, Lincoln; The Coach House, Crookham, Northamptonshire; Colonnade Hotel, west London; Medwyn House, West Linton, Borders; The Old Rectory, Llan-safridd, Gwynedd; and Midhurst Hotel, St Peter Port, Guernsey.

*The Good Bed and Breakfast Guide* (Consumers' Association and Hodder and Stoughton, from bookshops or the Subscription Department, Consumers' Association, PO Box 44, Harford SG14 1SH; £8.95).

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Number of employees \_\_\_\_\_  
Is your business primarily involved in:  
Manufacturing ☐ Service ☐

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## WORLD ROUNDUP

## Botha dismisses broadcast chief

Johannesburg — The director-general of the nominally independent South African Broadcasting Corporation, Mr. Adrian Eksteen, was sacked yesterday after months of tension between him and President Botha (Michael Hornsby writes). A statement issued after an extraordinary meeting of the SABC board of governors said that Mr. Eksteen, who is in his mid-forties, had agreed to "retire" from his post today. It said he would get a golden handshake, equal to five years' salary, and a deferred pension.

## Queen's party lottery

Perth — The Queen celebrates her 62nd birthday here today at a garden party where many guests won their invitations in a prize draw (Christopher Morris writes). The 1,200 winners from all over Western Australia were chosen by lottery after completing an application form in local newspapers. The idea to provide a wide cross-section of guests was the idea of the host, Mr. Peter Dowding, Premier of Western Australia.

## Meese choice quits

Washington (Reuters) — Mr. Edwin Meese, the US Attorney General struggling to fill top vacancies at the Justice Department, said yesterday that his choice for the number two post has withdrawn his name from consideration.

## Family sues Contras

Miami (AP) — The family of Benjamin Linder, the engineer killed by Contra rebels last year in Nicaragua, yesterday filed a \$50 million (\$26.4 million) civil lawsuit against rebel leaders. The family accuse the Contras of having "brutally executed" Linder last April 28 as he helped to build a hydroelectric plant in northern Nicaragua.

## Murderess inherits

Stockholm (AP) — A woman who murdered her husband with a hammer shortly after her wedding will inherit his estate, a Swedish court has ruled. The *Svenska Dagbladet* newspaper said that the court ruled that murder committed while under temporary insanity does not disqualify the killer from inheriting the victim's estate. The request of family heirs to the widow was challenged by the victim's husband's mother. The woman, aged 22, was committed to a mental institution. "I understand the law, in principle, but in this case it's twisted," the mother was quoted as saying.

## Michigan victory sowed seeds of certain defeat for campaign phenomenon



Geoffrey Smith

New York — After his victory here, it would now take a political earthquake to stop Governor Michael Dukakis getting the Democratic nomination. If that earthquake does not occur in the Pennsylvania primary next week, it would take a political miracle.

Even if he does not have enough delegates pledged to him by the time of the last primary in early June, he seems certain to be well out in front. He will be the clear winner of the primary process.

The choice for the party would then lie between nominating him or plunging into

chaos. In those circumstances, enough uncommitted delegates and those now pledged to defeated candidates would throw their support to him.

This can be predicted all the more confidently because of the strength of the Rev. Jesse Jackson. He has been the phenomenon of this campaign. The remaining primaries will be a direct fight between him and Mr. Dukakis.

But, while Mr. Jackson has so far exceeded expectations, he still stands no chance of being elected president. He is too left-wing and too inexperienced, quite apart from considerations of racial prej-

udice. He is not acceptable to the majority of Democratic primary voters, never mind the uncommitted voters who will determine the presidential election itself in November.

So the more the Democratic race has narrowed to a choice between the two of them, the better it has been for Mr. Dukakis. Otherwise Senator Albert Gore might have run more strongly in New York.

Mr. Jackson is particularly unpopular among Jewish voters, who are such an important section of the New York electorate. Many of them were attracted to Senator Gore, but

did not want to risk letting Mr. Jackson in.

I believe, indeed, that Mr. Jackson's victory in the Michigan caucuses last month ensured, paradoxically enough, that Mr. Dukakis would get the nomination. As the threat of choosing an unelectable candidate suddenly seemed more credible, more Democratic voters tended to rally round the strongest alternative.

That is one reason for the success of a candidate who is criticized on all sides for being too dull. But Mr. Dukakis has more positive qualities than that. He is well organized and well financed. He is unlikely

ever to be an exciting campaigner, but he is developing a more assured touch.

The other morning I listened to him talking to a junior high school on drugs. He had a prepared speech of stupefying worthlessness, which was circulated to the press but otherwise totally disregarded.

Instead, he conducted a teach-in with the children, walking up and down the hall as he engaged them in a discussion on how to deal with the problem. It was a brilliant performance.

He is also projecting himself rather effectively as a com-

petent manager, not a thrilling sort of chap but the kind of person you can trust to get things done.

The personality of this campaign, though, is unquestionably Mr. Jackson. I believe it would be disastrous for the Democrats if he were even the vice-presidential candidate. The American electorate would not be prepared to have him one heartbeat away from the Oval Office. But he has more eloquence than any of the others and a certain presence.

A few days ago, I watched him at a press conference receiving the endorsement of Hispanic leaders. His manner

was imperious, as he made no attempt to ingratiate himself.

Then on Sunday morning, I saw a different Jesse Jackson in a television studio with the other candidates. During the commercial breaks in their debate, when they were off the air, he was ebullient, jovial, even on one occasion slapping Mr. Dukakis playfully on the wrist.

The prospects for the Democrats will now depend not only on the contest but also on the chemistry between these two men. Mr. Dukakis needs to defeat Mr. Jackson now but to have his enthusiastic support for November.

## A fund-raising genius fills candidate's coffers



Mr. Farmer: Grey-haired fund-raisers are best.

From Michael Binyon Washington — Money is the key to successful election campaigns in America, and the more a candidate can raise the better his chances of getting his message across. Governor Michael Dukakis owes his success, above all else, to Mr. Bob Farmer, mastermind of probably the most prosperous Democratic campaign in history.

Mr. Farmer, a genial millionaire who made his fortune producing technical manuals, retired from business in 1980 and has been a full-time fund-raiser ever since.

He began with the campaign of Mr. John Anderson, a Republican who ran for president as an independent that year. In 1984 he was the chief fund-raiser for Senator John

Glenn of Ohio, another presidential hopeful. But it is with Mr. Dukakis, a fellow Bostonian whom he has known for nine years, that his extraordinary talents have come into their own.

Last June, Mr. Farmer launched the Dukakis campaign with a reception at the Park Plaza Hotel in New York at which he raised \$2.2 million (£1.2 million) — three times more than any Democrat had ever collected at a single event. By the end of June, the campaign returns to the Federal Election Commission showed \$4.6 million in contributions.

Since then, the campaign has collected more than \$20 million, including federal matching funds, more than twice the amount of other

candidates. This gave Mr. Dukakis an enormous organizational advantage, and resources to buy the television advertisements that have helped him emerge as the front-runner. Indeed, fund-raising has gone so well that the campaign has the enviable problem of nearing the \$27.6 million limit it is allowed to spend under federal law.

Mr. Farmer approaches his job with a cool professionalism and a streamlined organization that would seem to come straight from the technical manuals he once produced. His strategy is to delegate fund-raising activities to key supporters who each pledge to bring in contributions from friends, family and business associates.

At the start of the campaign,

Mr. Farmer spent up to one hour with 300 people of influence and stature he had identified as his regional captains, discussing techniques, goals and eliciting promises that they would meet impressive targets.

"The secret is the number of grey-haired people willing to get committed. There are a lot of 22-year-old fund-raisers. We have a lot of people with pot-bellies and little or no hair." Some 775 people have been recruited for the Dukakis campaign. Of these, 600 have fulfilled their quotas of \$10,000 each, about 130 have delivered \$20,000 and a dozen at least \$100,000. Long before "Super Tuesday" he had set up offices in 38 cities, with 340 paid staff.

Mr. Farmer was helped at the start by the intense loyalty of Greek Americans, many of whom are wealthy and take pride in the candidacy of a fellow Greek. They contributed the vital early funds, and account for 15 per cent of the campaign's money. Massachusetts businessmen also saw it in their interest to help.

A graduate of Dartmouth College and Harvard Law School, Mr. Farmer has been a Republican for most of his life, but later registered as a Democrat and worked as a finance chairman for Mr. Dukakis's gubernatorial campaign in 1982. He has dealt with all the senior party officials and admits that he would be tempted by an offer of a White House job, should Mr. Dukakis win. But so far he is happy proving the maxim that money begets money.

## New York puts Massachusetts governor on road to Democrat nomination

## Jackson holds key to Dukakis hope of November triumph

From Charles Bremner, New York

A triumph in New York's hard-fought primary election has cleared the way for Mr. Michael Dukakis to win the nomination as the Democratic presidential candidate, but his chances against Vice-President George Bush in November will depend heavily on his handling of the Rev. Jesse Jackson.

"If we can win here we can win anywhere," the normally cautious Mr. Dukakis declared at his victory rally in New York before heading for the next campaign, in Pennsylvania, a state where he has long been strong favourite.

He added: "I think we've got a very, very good chance, not only of uniting the party, but of uniting the country and winning in November."

In New York, Mr. Dukakis took 51 per cent of the vote, compared with 37 for Mr. Jackson. Senator Albert Gore, who was not helped by the intemperate antics of his supporter, Mayor Edward Koch, won only 10 per cent. He indicated yesterday that he was pulling out of the race — a move that most benefits Mr. Dukakis.

Party insiders agreed that, after a year of turmoil and

confusion among the Democrats, the scene now appeared to be set for a November election between Mr. Bush and the Massachusetts governor.

Not since Mr. Jimmy Carter faced President Ford in 1976 has the country faced a choice between two such uninspiring performers. "Dull wins in '88," one headline read.



US ELECTION

However, *The New York Times* said that Mr. Dukakis had shown himself to be a virtuoso with his mild performance in the minefield of the New York campaign. "Despite urgings to paint himself more colourfully, he has remained centrist," it said.

Mr. Dukakis's strategists were taken aback by polls which suggested that 60 per cent of the people who voted for him in New York did so only for want of a better

candidate. More than half said that they would prefer Governor Mario Cuomo. But the key to a successful Dukakis ticket lies in the hands of Mr. Jackson, who has emerged as a phenomenal leader with an army of supporters who will not easily tolerate exclusion from the party's decisions. The Chicago clergyman is expected to fight hard all the way to the last primaries in California and New Jersey on June 7.

Mr. Dukakis must now win in Pennsylvania, Ohio, Indiana and the final primaries — all states that are more favourable to him than New York. But he and the party establishment must also avoid antagonizing Mr. Jackson and his supporters.

By accommodating Mr. Jackson, perhaps as vice-presidential candidate, Mr. Dukakis will risk losing the South where the party depends on the old white conservative vote. If he includes a southerner on the ticket then he could alienate the Jackson wing.

Republican commentators have been making no attempt to disguise their glee at the dilemma that will face the



A jubilant Mr. Dukakis waving to supporters celebrating his New York primary victory.

Democrats at their Atlanta convention in July. Mr. Jackson said yesterday that he wanted to build bridges, and he praised Mr. Dukakis for keeping the New York race "out of the gutter", but he refused to talk about the vice-presidency.

To gain the magic majority of delegates at the convention, Mr. Dukakis will need heavy

backing from the 643 "super-delegates" — senior party office holders — and from the 400 or so uncommitted delegates. So far, he has 104 superdelegates against 45 for Mr. Jackson. The Senate chose its 43 on Tuesday.

Mr. Dukakis claimed 13 supporters, while Mr. Jackson claimed none, and Senator Gore will represent himself.

Mr. Gore's bloc of 435 delegates gives him muscle to negotiate a deal, and his name is high on the list of potential vice-presidents.

As the Democratic bandwagon left the Big Apple, one man no longer on board was Governor Cuomo. His aides said yesterday that he firmly believed that Mr. Dukakis was set to become nominee.

## Hijackers had 'eyes like sharks' as they threatened passengers with death

## Freed hostages tell of monotony of fear

From Robert Fisk, Algiers

There were stories of terror and, of course, of gratuitous cruelty, as the hijackers beat a man of 71 who wanted to go to the lavatory.

But it was Abdul Mounim Mahmoud who captured the presentation of death in his first minutes of freedom.

"When they pointed the gun at you and began as if they would shoot you," he said, "you found their faces became different, they had different eyes, a different expression in them — you could tell by the eyes — the eyes were terrible behind the mask." He was a tall, handsome young Egyptian, still dressed in his airline purser's blue and gold uniform, someone who had everything to live for and had considered this from the moment Kuwait Airways flight KU422 was hijacked 17 days earlier.

"From the very, very beginning, I thought of death," he said. "Because at the very beginning of the attack, I was No. 1 to be approached by them because they thought I was (airline) security and they kept asking me, 'Where are the guns? Where are the security men?' It was the worst moment. They came to me with a gun and they had a cold blooded look — have you ever seen a shark in the water? They were these eyes exactly — no expression — pale-faced and very shaking hands, telling me to surrender. Then they put me on my face (on the floor) and two of them stood on my back."

The 31 remaining hostages

aboard the Boeing 747 had walked — a few even ran — down the aircraft steps at dawn. Several waved. Others appeared haggard, half asleep after their participation in what might still count as the longest aircraft hijack in history. They grinned tiredly, only the aircraft crew shaking off the effects of their ordeal, appearing in the VIP lounge at Algiers airport in immaculate uniform.

Captain Sobhi Yousef, the pilot, sat in his gold-branded uniform, silver haired, distinguished, looking every bit the part of a seafarer who has brought his ship through storms to port.

It was difficult to believe that this was the man who, 10 days ago, pleaded to the Beirut

airport control tower: "I beg you, I kiss your hand, I beg you again, please let me land."

Perhaps the hijack had gone on too long for the "Stockholm syndrome" — that old cliché in which passengers come to like their hijackers — to take effect. There was little love lost among the hostages for the seven or eight men who had tormented them for more than two weeks.

They showed thick and bloody wrists around their wrists where the gunmen had pinned them with plastic handcuffs, which cut into their flesh even when they prayed. Neither at prayer, nor when they were going to the lavatory were these handcuffs removed.

One hostage, a fire brigade

employee from Kuwait who would give his name only as Ali, spoke repeatedly about the monotony of fear. "You could not tell what was happening," he said. "We did

● You think of what you have been doing with your life ●

not know where we were — the shades (on the aircraft windows) were pulled down. We were forbidden to talk to each other the few times, a very few times, we were able to say to our fellow passengers: 'How's everything?' We were thinking 'When will we be killed? What could we do? We had no force (to use); we had guns. If we talked, that meant

(to the hijackers) that we were planning something."

Some had faith in God, others in their governments, a trust that the Kuwaiti authorities apparently honoured, though giving the impression that they might have to allow the hostages to die. "We did not know if the Government would release the prisoners (that the hijackers were demanding)," Ali said. "But we knew the Kuwait Government would never forget any Kuwaiti, inside or outside Kuwait."

Mr. Khader al-Oteibi was more thoughtful. "At first, we cared about our lives," he said. "Then, later, we said 'If our time comes, it comes.' We knew our day would come. Sometimes I thought about

God. I prayed where I was, in my seat. In Cyprus I prayed (when the plane was at Larnaca). I thought I was going to die in Cyprus."

Mr. Mahmoud said he never prayed but he fasted on the first day of Ramadan. Nor, he said, did he know until he was freed yesterday morning and talked at last to the passengers, that the hijackers had murdered two hostages at Larnaca.

"Some people heard the shots but we did not know. They took two persons away and I think they were the people they shot."

It turned out to be Mr. Mahmoud's second hijacking. He had been a flight attendant aboard the Kuwait Airways flight hijacked in 1986 to Tehran when two American passengers were killed. "I had flashbacks to when I was a kid," he said. "You think of what you have been doing with your life. You think about all things."

The man who would only call himself Ali described without emotion how hijackers and passengers finally took leave of each other. "One hour before our release," he said, "I saw the hijackers for the last time. It was 3.45 or 4.00 (in the morning). I could not see their faces (through their masks) or hear anything. It was the last meal before our Ramadan fasting was to begin and the hijacker said to me: 'You had your breakfast?' Then he said: 'Okay, go to sleep.' I said I could not sleep. He said: 'Try to sleep' in a very friendly way. Later on, he disappeared."

## Step by step through the 16-day ordeal

Chronology of events in the Kuwait Airways hijacking:

Tuesday, April 5: Hijackers seize flight KU422 from Bangkok to Kuwait. The Boeing 747, with 97 passengers and 16 crew, lands at Mashaad, north-east Iran. A Jordanian passenger is freed. Arabic-speaking hijackers demand the release of 17 Arab militants jailed in Kuwait and say three members of Kuwait's ruling family on board — a man and his two younger sisters — are "in imminent danger."

Wednesday, April 6: Twenty-four women, including 10 Britons, are released. Hijackers release 32 more people, including the remaining 12 Britons, but later fire warning shots at security forces. Iran agrees to release the plane.

Friday, April 8: Plane takes off for Beirut. Cries Lebanese capital for nearly four hours but officials block runway. Airliner lands at Larnaca airport in Cyprus.

Saturday, April 9: Hijackers threaten to kill one passenger unless aircraft is fully refuelled, then shoot dead a Kuwaiti border guard. A Kuwaiti man released as a "goodwill gesture". Relatives in Kuwait later say he has disappeared.

Sunday, April 10: The pro-Iranian Islamic Jihad movement in Beirut threatens to kill its Western hostages if the jet is stormed.

Monday, April 11: Body of a Kuwaiti fireman thrown from the plane.

Tuesday, April 12: Plane refuelled. Twelve hostages released. Cyprus says negotiators have been assured remainder will be freed in Algeria. Boeing takes off for Algiers.

Wednesday, April 13: Plane arrives at Algiers. Mr. Hadi Khedri, the Algerian interior

Minister, says hijackers promised to use no violence in Algeria but repeated their demands. An eight-man Kuwaiti delegation arrives.

Thursday, April 14: Hijackers agree to move the plane temporarily for the arrival of President Kaunda of Zambia. Mr. Zaid Al-Nadwi, a hostage, radios that hijackers "will kill us all" unless their demands are met. Hijackers release one Kuwaiti hostage.

Friday, April 15: Kuwait repeats refusal to do a deal with the gunmen and accuses hijackers of waiting for orders from Iran. Saturday, April 16: Hijackers threaten to kill hostages. Kuwait asks Algeria to prevent the plane leaving.

Sunday, April 17: Hijacker requests 45 meals for hostages and gunmen as their last food before fasting from dawn to sunset during Ramadan.

Monday, April 18: Hostages start 14th day of captivity — the longest such ordeal in history on board a plane.

Tuesday, April 19: Kuwait's national football team offers to take the place of the hostages. Kuwait newspaper reports hijack will end within 24 hours and hostages freed.

Wednesday, April 20: Algerian mediator known as "Haji" boards plane for talks lasting 15 minutes. Hijackers read statement in Arabic ending hijack. Two women hostages descend aircraft steps, followed moments later by the remaining passengers, one clutching a teddy bear, and the crew. Airport sources say hijackers were spied away from the plane in two groups about 45 minutes and 15 minutes before the hostages left.

## Gunmen's pledge as Ramadan starts

Excerpts from the text of the gunmen's statement ending the hijack of the Kuwait Airways Boeing 747:

In the name of God the merciful... Prayer and praise to our prophet Muhammad and all his companions.

Because of the arrival of the great holy month of Ramadan and because we wish to heal the wounds between Muslims, and also for Islamic and humanitarian reasons, we stress the following points:

● Our cause is right and determined by Islam. Every fighter and struggler endorses it. We repeat that we want to free our brothers in Kuwait as we look forward to freeing

those in prisons in Europe and the reactionary Arab capitals, and our heroes in the jails of Israel and its collaborators, the Lebanese Phalangists.

● We have not dropped our demand for the freeing of our brothers in Kuwait.

● We call on Arab Muslim countries to confront Israeli aggression, which has penetrated deep into Muslim countries, and to challenge American influence with unity, fierce resistance and sacrifice. We call on them to stand up to the Americans and to the Shultz plan, which wants to bring the region to its knees and the beginning of which was an attempt to annihilate

the Islamic resistance in southern (Lebanon). The only solution is to remove Israel from existence.

● We send a special greeting to the fighting Palestinian people, facing Israel alone in the field of war. (We send) greetings to the children who embraced the stones and soil of Jerusalem and we ask all Palestinians to stick together and hold on to their guns... Israel proved it only wants killing and bloodshed by its murder of those who fired the first shots for the Palestinian Muslim revolution...

After giving our Algerian brothers... our deepest confidence and taking into

consideration their wishes about the case of our brothers in Kuwait and their wishes about the prisoners, oppressed people and revolutionaries of the Muslim world... we declare that we will end the plane incident on the third day of holy Ramadan, sending our greetings to the Kuwaiti people and to the people of the Hijaz (Saudi Arabia), who are demanding that the American agencies be thrown out and the region's identity restored.

Greetings to our people in Algeria. In the name of God the merciful and those who fought for us, we will show them the truth of our ways.



## Congressmen voice fears of American-Iranian war

# Nunn seeks fresh look at US policy on the Gulf

From Michael Binayon, Washington

Mr Sam Nunn, the chairman of the Senate armed services committee, has called for US policies in the Gulf to be re-examined, warning that they might be dragging America into war with Iran.

As other congressmen expressed fears of an escalation and called for more co-ordination with US allies, moves were afoot to redraft the War Powers Resolution to make it more acceptable to the Reagan Administration.

Mr Nunn, a conservative Democrat who is among the Senate leaders proposing changes in the controversial resolution, said on Tuesday that the US had to make sure the attack on the Iranian ships and oil rigs did not become a US-Iranian war. "We've got to re-examine our policy."

The White House yesterday said it was immediately reviewing the rules of engagement in the Gulf. Mr Martin Fitzwater, the spokesman, could not say whether there would be any changes.

Mr Nunn urged caution in the Gulf, but said the US should protect more ships in the Gulf than just those flying the US flag and that the US should attack again if it found that Iran had fired Silkworm missiles on Monday.

Mr John Warner, a Senator

and a former Republican Navy Secretary, expressed the belief, widely held in Congress, that the other Western powers in the Gulf were not doing enough to help the US. "We'd like to see a more co-ordinated participation by our allies," he said. "We don't want to unilaterally be there."

Other Republicans expressed doubts over the US actions. Mrs Jeane Kirkpatrick, the former Ambassador to the UN, said the US may not have been justified in the attack on Iran.

"I wish I knew whether that mine was aimed at us and was not just there," she said. "Obviously we don't want the Gulf to be mined... But I think the confrontation is dangerous... And it's not in the interest of anybody."

Her opposition voices a frustration on the right with Gulf policy, and a belief that the US should not pay such a big price to protect Arab shipping and oil for the European and Japanese markets.

At the same time, the rumbling discontent in Congress over the Administration's refusal to invoke the War Powers Resolution has prompted the Senate Democratic leadership to propose changes in the 1973 legislation that would drop automatic



Two of the crew of the USS Jack Williams in the Gulf holding Stinger anti-aircraft missile launchers as they scan the horizon for possible attacks by Iranian forces.

deadlines for congressional approval of long-term deployment of US troops in hostile situations. In a Bill due to be introduced next week, Mr Nunn has called instead for faster consideration of legislation to stop any such deployments, along with more consultation on military engagements as they develop.

The dangers of US military operations being stalemated by Congress have led to administrations' reluctance to invoke the War Powers Resolution. After bitter debate last summer, the Senate skirted the issue by approving a separate resolution requiring a report from the President.

● LONDON: The Government warned yesterday against foreign ships deliberately reflagging to take advantage of British naval protection in the Gulf (Martin Fletcher writes).

Mr David Mellor, Minister of State for Foreign and

Commonwealth Affairs, said that 87 ships had reflagged in 1987 alone and that the ability of the Armilla patrol to provide protection was being stretched to its limit.

● PARIS: Commercial ships flying the French flag were warned yesterday that the French Navy was temporarily suspending escort duties in the Gulf until the risks had been clearly evaluated and navigation had once again become reasonably safe.

## Jubilant Iraqis erase Iranian traces at Fao

From Subhy Haddad, Fao, southern Iraq

Dozens of Iranian corpses litter both sides of the 20-mile rough road leading down the narrow strip of land to Fao in south Iraq.

Earthmovers were busy turning soil on to the corpses as reporters toured the area only hours after Iraqi troops recaptured it on Tuesday. Not a living Iranian soldier was seen on the peninsula.

A fat Iraqi corporal opened machinegun fire on a portrait of Ayatollah Khomeini, the Iranian leader, as other soldiers tore up placards, pamphlets and signs carrying his sayings. More Iraqi troops danced and chanted: "Death to Khomeini and long live (Iraqi President) Saddam Hussein".

More than 200 Iranian prisoners-of-war, all Revolutionary Guards, were being held in a big yard in front of the Iraqi Army headquarters on the peninsula.

Bankers and armaments installed during Iran's 26-month occupation of the southern terminal and crushed in the assault, were also vanishing under soil as the earthmovers moved relentlessly forward.

Even some Iranian tanks, armoured vehicles and heavy machine guns, which looked intact, were being dumped under the salty and muddy soil of the Fao peninsula.

Happy young Iraqi soldiers in hundreds of tanks, armoured personnel carriers and trucks gave victory signs and fired in the air in triumph.

Reporters were driven in army vehicles the 55 miles from the port city of Basra to Fao, once a busy terminal for exports and for goods arriving in Iraq through the Gulf.

Of the buildings put up by the British Army during its occupation in the early 1920s only two or three half-demol-

ished structures remained. A large sign in Arabic on one wall read: "The headquarters of the Supreme Islamic Council of Iraq". This is a group led by a dissident Iraqi Shia mullah, Mohammed Baqir al-Hakim, who lives in Tehran.

At least two 175 mm recoilless gun batteries were captured intact, their barrels pointing northwards towards the old Iraqi lines. No enemy

Kuwait (Reuters) - Iran fired a missile at a US-operated oilfield in southern Kuwait yesterday in apparent revenge for heavy losses in recent Gulf fighting against Iraq and the United States, Kuwaiti officials said.

A Soviet-made Scud missile exploded in the desert near the al-Wafra oilfield at 3.15am but caused no damage or casualties, they added.

Suleiman Majid al-Shaheen, under-secretary at the Kuwaiti Foreign Ministry, protested to the Iranian Chargé d'Affaires, saying the attack gave a significant new boost to tension in the region.

● BAGHDAD: Iraq yesterday offered Iran a conditional halt to attacks on civilian centres in their war of the cities, saying it would observe the ceasefire from midnight.

gunfire was heard as the dozens of jeeps roared through the town, some as far as Ras al-Bisha, the last Iraqi township at the end of the narrow peninsula.

Ras al-Bisha sits on the point where the Shatt al-Arab waterway, which divides the two warring nations' lands in the south, flows into the Gulf.

An Iranian F4 Phantom jet opened rocket fire at the Iraqi side close to one of the

reporters' vehicles, set some palm trees ablaze but caused no casualties. Iraq said later it had shot down the aircraft. Other vehicles came under heavy machine gun fire from the Iranian bank but no damage was reported.

"Not a single enemy soldier exists on the peninsula's territory now... Our brave soldiers have completely liquidated the invaders and only a few were able to escape, swimming through the cold water of the Shatt al-Arab," a high-ranking military official asserted.

He said the Seventh Army corps had liberated the areas west of the waterway in 24 hours. The Presidential Guards corps had attacked on two axes. One pressed towards the Mamlaha - a salt pan isolating the dry land near Fao from the Iraqi forces. The second launched a drive to the coastal road running parallel to Khawr Abd Allah channel up to Ras al-Bisha, the last Iraqi township at the end of the peninsula.

The officer said the Iraqi troops, after brief battles, were able to destroy all the bunkers and artificial water barriers and freed the whole triangular peninsula in 34 hours.

The officer denied an Iranian claim that Iraqi forces used the nearby Kuwaiti island of Bubiyan to attack Fao from the south.

"This is completely incorrect... We have not used any non-Iraqi territory," he maintained.

Iraq's Air Force destroyed bridges connecting Fao with the Iranian bank of the Shatt al-Arab early in the battle on Sunday, the officer said.

He said an Iranian counter-attack was not expected in the near future. (Reuters)

## French presidential election

# Chirac tunes in to grapevine reports on voter concerns

From Philip Jacobson, Paris

Although French law has finally silenced the barrage of public opinion polls in the run-up to next Sunday's first round of the presidential election, one highly developed form of political pulse-taking will remain active to the last minute.

As the countdown shortens, he *Renseignements Généraux* is providing the Government of M Jacques Chirac with what amounts to a private grapevine that extends to every class of voter in every corner of the country.

Since he is also the front-running candidate of the right, M Chirac is in the position, alone among his rivals, of receiving a "second opinion" to the polls published almost daily for many weeks. Seasoned politician that he is, the Prime Minister is not going to miss the chance to exploit any theme which seems promising as voters get down to the business of making up their minds for the first poll.

Operated by the national police force and responsible to the Ministry of the Interior, the "general advisory service" is formally charged with "research and centralization of political, social and economic information" of interest to the government of the day. Before every national election in France since 1951, its enquirers have fanned out to sample and analyse the mood

Paris - A patisserie in Compiegne, is selling chocolate figures of the four main presidential candidates like, well, hot cakes at about 28 each (Philip Jacobson writes). It seems that M Jean-Marie Le Pen is in greatest demand, though this might be interpreted in some quarters as being due to desire to bite his head off.

of the nation at everything from council meetings and cattle shows to village fêtes and wine tastings.

What emerges from all this pavement pounding and listening might not be acceptable to a conventional opinion poll in content or methodology, but the special "feel" on which the service relies when it comes to interpreting material is what interests the politicians.

Take the election for the European Parliament in June 1984. In the final phase of the campaigning, advisory service predicted that, in spite of its poor showing in published polls, the National Front of M Jean-Marie Le Pen - considered then to be politically marginal - would win 10 per cent or more of the vote. The final count was more than 11 per cent. Three years earlier, when M Francois Mitterrand was campaigning to oust M Valéry Giscard d'Estaing from the Elysée Palace, reports from the service showed the incumbent President was in trouble well before his support started ebbing in the polls.

According to some observers, President Giscard acknowledged he would probably be beaten on the basis of what the private grapevine was telling him.

This time it is the Chirac camp which claims the public polls, showing their man trailing badly behind President Mitterrand, are out of line with the "grapevine" reports. Some weeks before the President had announced he would seek a second term, the wily M Charles Pasqua, who doubles as M Chirac's Interior Minister and chief campaign strategist, let it be known that his figures showed M Mitterrand was certain to be beaten.

He would say that, and the Mitterrand camp was predictably dismissive. Since then, we have not heard much



about this from any of the main campaign directors, M Pasqua included.

Those who compile the service's reports are an understandably wary group. No politician in the world welcomes figures showing that a rival is doing better. After that first prediction about the National Front's unexpected advance it is said that the figures were sent back for "revision" - that is, suitable reduction - because the Socialist Government of the day would have refused to accept them.

No wonder that an official concerned with compiling the present *Renseignements Généraux* reports told *Le Monde* of his rule for presenting less than exhilarating returns to his political masters: "You cannot be brutal. Never say to the government: 'Your M Dupont is going to get beaten.' Rather, while M Dupont is not best placed to win, his personal dynamism could still do the trick."

With the prodigiously dynamic M Jacques Chirac apparently beginning to make up some ground on M Mitterrand, that should be music for some ears.

● Le Pen's price: M Jean-Marie Le Pen said the price of his backing another candidate in the final round of the presidential election would be the pursuit of a "French first" policy of discrimination against Third World immigrants (Reuters reports).

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## Palestinian uprising sours a joyous anniversary in the Jewish calendar

## 40 years on, Israel still haunted by fears of war

From Ian Murray, Jerusalem

Israel began its fortieth birthday celebrations yesterday by going into mourning. At 11 am the air-raid sirens sounded across the land for the annual two minutes' silence in memory of the 16,450 Israelis who have died in the battle for the independence and recognition yet to be conclusively won.

Memorial Day has been fixed immediately before Independence Day, because the troubled birth and difficult life of the nation has meant the death of so many. Israel has been at war throughout its existence.

The precautions surrounding yesterday's events illustrate the necessary national fixation with security. In case one of Israel's enemies should have decided to time an air raid for precisely 11 am, when the sirens would not have alerted the people to danger, a special rising and falling signal would have sounded instead.

Security preoccupations, which have so dominated everyday life — particularly since the Palestinian unrest erupted four months ago — have somewhat soured the celebrations, which were meant to be a joyous recognition that the country was reaching maturity.

The blue and white national flags are up in the streets and stretched over the rusted hulks of armoured cars, which are preserved as a national monument where they were ambushed in the Arab siege of Jerusalem 40 years ago.

There will be dancing and picnicking in the parks today and fireworks almost everywhere tonight. Orchestras will play, ethnic groups will put on folk displays, and the armed forces will enact a spectacular capture of the national football stadium with helicopters, exploding shells, smoke-screens and hundreds of

war for most of his adult life. "There are two things we can do in order to keep war far away," he said. "Increase security so that our deterrent power will prevent such a danger from drawing near, and secondly to work to achieve peace."

But even as he appealed to the Arabs to talk, the Army scaled off the Occupied Territories, virtually re-establishing the border between them and Israel which Mr Shamir and his followers would prefer to abolish altogether in order to create a country stretching from the river Jordan to the Mediterranean.

The army clampdown was imposed along with a curfew on all refugee camps in the West Bank and Gaza Strip in an attempt to stop Palestinian demonstrations marking the burial in Damascus of Khalil al-Wazir, the PLO leader known as Abu Jihad, assassinated in Tunis.

The curfews are to continue today and tomorrow to prevent the traditional protests over Independence Day and demonstrations against the deportation on Tuesday of eight more Palestinians. With the death toll in the past four months of those shot by Israeli troops now exceeding 150, there are no real signs that the unrest is diminishing.

Force, Mr Shamir said, is still the only way to deal with the unrest. His views are certainly not shared by many Israelis, who make full and vociferous use of their democratic rights to criticize him. They point to the occupation of the territories as brutalizing young soldiers. They see the growth of the Arab population as a demographic timebomb which will explode early in the next century if it is not defused now by a peace settlement. They argue that the peace with Egypt proved that the right

of risk of war?" He replied: "The risk of war is ever present. The question is when? Will it be soon? Will it be in the distant future?"

The answer was not all that different from what David Ben-Gurion said soon after he declared Israel an independent state. He made his first radio broadcast from an air-raid shelter in Tel Aviv as Egyptian aircraft bombed the city. Mr Shamir gave his interview in relative safety in a very quiet Jerusalem, but his answers showed a kind of bunker mentality, inevitable in a leader who has been at

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Mr Shamir  
● The risk of war is ever present. The question is when? ●



An Israeli woman weeping over her son's grave at a military cemetery in Jerusalem during yesterday's Memorial Day commemoration of those killed in the battle for independence.

concessions will win the recognition Israel needs, so that it can live inside secure borders instead of ceasefire lines.

It is, perhaps, Israel's main achievement that it has succeeded in creating a lively democracy despite the fact that the vast majority of its original immigrants came from Arab or east European countries where democracy

was unknown. Israeli democracy has weaknesses because minority views have disproportionate power. This means that extremist views such as those of Rabbi Meir Kahane, advocating expulsion of the Arabs, can be aired in the Knesset and gain a wider audience than in a less democratic state.

At the other extreme are the groups like Yesh Gvul, which want to return all the occupied areas to the Palestinians. "We find it sad and ludicrous when a people celebrates its own independence while simultaneously denying the independence of another people," the group said in a statement yesterday.

of their members in prison for refusing to serve in the territories. The majority of Israelis, however, are prepared to serve anywhere. Almost every man up to the age of 50 is ready to give up a month a year.

Israeli military supremacy is expensive to maintain. Despite American military aid of about £1 billion a year, the country still has to spend half its available money on defence. Military chiefs complain that there is still not enough cash for proper training and the best equipment. Shortage of money forced the Government last year to cancel development of the Lavi, one of the most sophisticated war planes ever designed.

It was one of the least sophisticated of all flying machines, a motorized hang-glider, which last November inflicted on the Israeli Army one of its worst psychological setbacks. When its Palestinian pilot landed from south Lebanon and killed six soldiers before he was shot down, he helped inspire the current unrest. "Six to one" has become a Palestinian slogan. More important, however, was the fact that one soldier ran away from the gunman. The idea that Israeli soldiers can be made to run has borne dangerous fruit.

Israeli youngsters, however, are not prone to run away. They tend to be self-assured and are often accused of arrogance. They are a new breed of Jew, the product of an independent state and not of the ghettos. Watching the trial of John Demjanjuk, accused of being "Ivan the Terrible", they were amazed that Jews would have meekly walked to a humiliating death. "They would never have made us do that," one youngster told Israeli television. His generation is the main product of Israel's 40 years.

## Gang kills priest at Zimbabwe mission

Harare — A Roman Catholic missionary, Brother Killian Knoeri, aged 58, has been killed in Zimbabwe's Matshidzema province in the most serious violence since President Mugabe concluded a unity accord with the opposition Zanu on December 22 (Michael Hartnack writes). The gang injured another priest and stole money.

The killing was on Tuesday night at Empandeni mission, the scene in 1985 of the murder of a headmaster. Mr Luke Khumalo, and his British wife, Jean.

## Baltic dash

Hamburg (Reuters) — Two East German men, who said they were political refugees, paddled a rubber dinghy 35 miles across the Baltic to West Germany.

## Relics found

L'Aquila, Italy (AFP) — The stolen bones and skull of Pope Celestine V, the 13th century hermit, have been recovered intact in a cemetery at Amatrice, near here.

## Senegal trial

Abidjan, Ivory Coast (AP) — The Opposition leader, Mr Abdoulaye Wade, and several colleagues are to go on trial for inciting riots after losing the February 28 elections.

## Mud deaths

Bingol, Turkey (AP) — Mudslides after five days of rain have killed 10 people in the village of Yeldegirmeni in this eastern province.

## Rebel plea

Nairobi (AP) — Ethiopian rebels have urged the international community to stop aid to the Government, which they claim is planning to massacre civilians.

## PLO chief misses funeral

## Arafat visits Gadaffi as Abu Jihad is buried

Damascus (AFP) — Abu Jihad, the assassinated Palestinian leader, was buried yesterday afternoon — at the Yarmouk refugee camp cemetery south of the Syrian capital. The burial was not attended by Mr Yasser Arafat, the Palestine Liberation Organization chief, who was earlier reported to be in the Libyan capital.

Abu Jihad's coffin was carried by various Palestinians at the Yarmouk compound to its burial site. The ceremony was attended by his widow and children, his parents and senior PLO leaders.

Earlier, three black limousines carrying Syrian officials led the funeral procession. An ambulance carrying Abu Jihad's body, and several other vehicles, followed the motorcade, with the dead man's family and Palestinian youths flashing victory signs.

The body of Abu Jihad, whose real name was Khalil al-Wazir, was transported from the Ash-Shifa hospital.

Abu Jihad, the PLO's second in command, was assassinated in his Tunis villa early on Saturday. Well-informed

sources in Israel have said the killing was carried out by Israeli commandos.

Mr Farouk Kaddoumi, the head of the PLO's political department, attended the funeral as did senior figures from several Arab countries, including Mr Marwan Doudin, the Jordanian Minister of

Stockholm (Reuters) — Mr Sten Andersson, the Swedish Foreign Minister, is to boycott a celebration today marking Israel's 40th anniversary, in protest against the assassination of Abu Jihad, the PLO military commander. He was to have made the keynote speech to a gathering in Stockholm City Hall.

Occupied Territories, and Mr Muhammad Sherif Messaadia, deputy leader of Algeria's ruling party.

Reliable Palestinian sources in Tunis, meanwhile, denied earlier reports that Mr Arafat was on his way to Damascus for the funeral from Tripoli, together with Colonel Gadaffi, the Libyan leader.

Mr Arafat arrived in the Libyan capital late on Tues-

day for his first meeting with Colonel Gadaffi since 1982, according to Mr Bassam Abu Sharif, a PLO spokesman.

The PLO leader wanted to travel to Damascus if he could hold talks with President Assad as well as attend the funeral, sources said. However, 90 minutes after the start of the funeral Mr Arafat was still in the Libyan capital, reports said.

Libya, Algeria and the Soviet Union have reportedly tried to convince Mr Arafat to embark on his first visit to Syria in five years.

Mr Arafat, along with other senior PLO officials, was expelled from Syria in 1983 after he had accused Damascus of supporting an internal rebellion within the organization's ranks. But Abu Jihad's burial here could open the way for a rapprochement between Syria and the PLO, sealed by a visit to Damascus by Mr Arafat, analysts said.

Damascus has demanded that the PLO break off its links with Egypt, support Syria's policies in the region and abandon its dialogue with Israeli pacifists.

## Defiant Noriega forces US to re-think failing policies

From Christopher Thomas, Washington

The Reagan Administration has embarked on a sweeping re-evaluation of its tactics to bring down General Manuel Noriega, the Panamanian dictator, in the face of increasingly bitter disputes between senior officials at the White House, the State Department and the Pentagon.

The US Embassy in Panama, too, is embroiled in arguments with Washington about whether the Panamanian economy is being irreversibly damaged by US sanctions. There is an increasing sense that policy is failing in the face of General Noriega's ability to hang on to power.

Some US corporations with operations in Panama are warning that without some respite they may have to close. Since April 8 they have been banned by the Administration from paying taxes to the Noriega Government, putting them in danger of violating Panamanian law.

A senior State Department official has been in Panama to reassess US policy. Mr Michael Kozak, principal deputy to Mr Elliott Abrams, Assistant Secretary of State for Latin America, returned this week with a bleak assessment of the chances of early success for the current strategy.

Many observers believe that General Noriega is capable of hanging on for some time in spite of the parlous state of the economy, brought about by American sanctions. A re-

shuffle in the Panamanian Defence Forces after an abortive coup in March appears to have reduced the chances of further domestic military moves against him.

Both Mr Abrams and Mr George Shultz, the Secretary of State, favour military steps to bring down General Noriega but, so far, President Reagan has accepted the advice of Mr Frank Carlucci, the Defence Secretary, who believes military intervention would inflict grievous damage on relations with the rest of Latin America.

The immediate options appear to be to increase economic sanctions, or to ease the pressure in return for attempting to persuade General Noriega to leave the country. US drug charges against him could be dropped in a deal in which he would be offered safe passage into exile. Some officials have suggested



General Noriega: Ability to hang on to power.

bringing in a mediator between Washington and Panama. President Arias of Costa Rica has been mentioned, but he is not favoured by hardliners like Mr Abrams.

President Reagan's latest economic sanctions have exasperated American firms who are trying to understand the complex rules. Some individuals are being allowed to pay electricity and telephone bills, while companies are told they must not do so.

A feeling that American policy is in turmoil was reinforced by the reopening of foreign and Panamanian banks on Tuesday, although they are only accepting deposits. Only a small amount of money is being deposited but even that should help the Government meet its payroll for a little longer.

Senior Eric Delvalle, who is recognized by the US as the President of Panama, said in an interview from his hideout that he would welcome military action by the Panamanian forces or a multinational force, but not by the US.

Former President Jimmy Carter, the architect of the Panama Canal treaties, criticized President Reagan's policies towards Panama.

"Ultimately, Noriega is more likely to give up his authority as a result of unpublicized pressures and enticements than through public challenges and sustained punishment of the citizens of his country," he said.

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# Wages of poll tax non-payers may be attached

People who fail to pay the community charge face the prospect of having the money taken directly from their wages, Mr Michael Howard, Minister for Local Government, made clear when MPs embarked on the third day of the report stage of the Local Government Finance Bill.

The Government was warned by a Labour MP that there would be a campaign of disruption against collecting the tax in Liverpool. But any such proposal was rejected by Labour's spokesman. He said that such a campaign would be a non-starter.

Mr Howard moved a Government amendment setting out in detail the arrangements for recovering unpaid charges.

He said that the enforcement arrangements for the rates would be carried over to the new system with one important difference. The charging authorities would be able to "attach" or take directly from the person's earnings unpaid community charge.

He was sure that the great majority of people would pay the community charge just as they paid the rates at present.

Opposition amendments sought to remove the power to commit to prison for refusal to pay. Commitment was not widely used. Fewer than 400 people had been committed for non-payment of rates in 1986.

"I am confident that considerably fewer will be committed after 1990 because instalments, direct payment methods and obligatory reminders will reduce the need to pursue arrears through the courts and because attachment of earnings will make it much more difficult to refuse to pay."

Commitment had proved an effective final sanction over the years under the present system. Without it, local authorities would face a far harder task in collecting from those few people who persistently refused to meet their financial obligations. Those who operated the system recognized its value as a last resort.

It would be quite wrong if people whose benefits were increased to help them pay the community charge would be able to avoid payment without

## JAIL THREAT

being subject to the same sanctions as those in employment.

Mr Terence Fields (Liverpool, Broadgreen, Lab) said that activists in Liverpool would be campaigning to undermine the poll tax. They would be advocating that Liverpool City Council should refuse to implement the community charge. They would campaign on the estates and places of work to try to offset what the Government was doing to working people.

Mr Howard said that this was a most important matter which the people of Liverpool would so doubt take account of in the local elections.

Mr Jeffrey Rooker, an Opposition spokesman on the environment, said that it was a fundamental misconception to think that local authorities could decide how to collect the poll tax.

It was OK for individual Labour MPs or councillors to advocate any policy they liked in a democracy. But the idea that a policy of non-collection, non-administration or slowing down of collection could be carried out by a council was a non-starter because the council would not be legally empowered to collect the poll tax.

The body, indeed the person, was the local authority treasurer. The whole swathe of collection powers went not to the authority but to the treasurer.

The idea of councillors or party members advocating a campaign of non-payment or slowing down of collection which would lead directly to either attachment of earnings, distress warrants or prison and then going back to those same electors who have suffered attachment, distress or prison and asking them to vote Labour would be seen as a non-starter.

This was because the local authority was in a position to carry out the mandate which was advocated by non-collection or slowing down. It was a fundamental misconception to think the local authority was in control.

Mr Fields intervened to say that in Liverpool the local authority would have taken a conscious decision not to comply with government demands. There was still massive support for that local authority.

Mr Rooker said that a local authority would not be a position to salvage or save its employment. It was being taken completely out of the hands of the local authority.

Labour MPs had got to get into their minds that it would be no good asking the local authority to be a long stop because the local authority would not have the powers.

Councillors would not be able to sack the treasurer, or tell him to slow down, or deprive him of manpower or materials because he could get those resources from the Government. He was not responsible to the local authority.

Mr Harry Cohen (Leyton, Lab) intervened to say that the logic of Mr Rooker's remarks was that councils should say to their treasurers: "We are not going to give you any resources because the Government can give you these resources. Go to the Government and get them."

Mr Rooker said that the Government would not give the treasurers any extra money. The Government would submit the authority's own money.

He wanted clarification of the right to pay poll tax by instalments. Most people at the moment paid their annual rates in two instalments, but there would be a gigantic increase in the number of people wishing to pay their poll tax in instalments. Would the banking system be able to cope?

A local authority treasurer might decide for himself, without the authority of his council, that he was going to have personal identity numbers made up from a person's date of birth and their initials.

If people said they would give their name and address and promised to pay the poll tax but refused to give any further details because they believed such identity numbers to be unnecessary, they could be fined £50 by the treasurer without having the chance to argue the case in court.

Mr Edward Leigh (Gainsborough, Con) intervened to ask Mr Rooker if he would, dissociate himself on behalf of the Labour Party from the policy of civil disobedience advocated by Mr Fields.

Mr Rooker: We have made it clear that we are in favour of obeying the law, a law which we oppose and will repeal at the first opportunity and a law whose implementation we are not going to co-operate in.

# Ridley warning for the Lords

## ENVIRONMENT

Mr Nicholas Ridley, Secretary of State for the Environment, said he hoped that the Lords would not feel inclined to change the principle of the community charge which had been approved by the electorate.

Proposals for the charge had been set out clearly in the election manifesto on the basis of which the Government had been elected with a majority of 101 over all other parties.

Mr John McAllister (Dundee East, Lab) asked Mr Ridley to reflect on the Conservative Party's manifesto pledge to replace rates with a fairer system of local taxation.

It was a constitutional reality that since Mr Ridley had been unable to convince his own backbenchers that the poll tax was fairer than rates, the Lords would be perfectly justified in amending it to reflect not the embattled minority in Downing Street but the real majority in England, Scotland and Wales.

Mr Ridley said that the manifesto on which the Conservatives fought the election last year had set out clearly every aspect of the Government's proposals in relation to the community charge.

Mr Robin Squire (Hornchurch, C) asked whether, when looking at the majority who were not eligible for rebates, it was fair that the poorest should pay the same as the richest.

Mr Ridley said that the poorest would not pay the same as the richest because of the extensive and expanded system of rebates.

Dr John Cunningham, Opposition spokesman for the environment, asked how Mr Ridley squared his determination to plough ahead with a flat-rate poll tax with the responses given that day by Mr Douglas Hurd, Home Secretary, and Mr Kenneth Clarke, Minister of Trade and Industry - in Westminster Abbey in response to a question from the Archbishop of Canterbury launching the Church Urban Fund - "To share our wealth with those in the inner cities who are poor, powerless and disadvantaged and to help them to build a new future for themselves and for us all". How did Mr Ridley square that with the poll tax? (Labour cheers)

Mr Ridley: By not imposing (the suggested Labour policy of) capital value rating and local income tax (Conservative cheers).



Archbishop Runcie and Mr Douglas Hurd, the Home Secretary, at Westminster Abbey yesterday for a service to launch the Church Urban Fund, which is intended to help the poor in Britain's cities (Photograph: John Manning)

# MPs in Zola Budd row

The controversy surrounded the runner Zola Budd and demands that she should be banned from competition for 12 months brought some heated clashes during Commons questions about sport in the inner cities.

Mr Tom Peck (Stalybridge and Hyde, Lab) asked Mr Colin Moynihan, Minister for Sport, to discuss with the Sports Council chairman the poor provision for athletics in the inner cities "which must have been a compulsory factor in the importation of the South African-born runner Zola Budd who acquired British nationality to qualify for the Olympic Games".

He asked Mr Moynihan to stand up for British athletics, many from the inner cities, who had loomed hard to qualify for the Seoul Olympics, and to back the International Amateur Athletics Federation decision.

Would Mr Moynihan stand as firmly behind that decision "as when he defied the Thatcher boycott of the Olympic Games in 1980"?

Mr Moynihan said that the British Amateur Athletics Board had upheld the Glenageary Agreement. The specific issue for the board's consideration was the interpretation of "taking part". That is not a matter for government.

Mr Nicholas Winterbottom (C) said that no good would be done

for sport in inner cities or anywhere else in the United Kingdom, or throughout the world, "if an innocent, talented young athlete - (Labour interjections) - is treated in the most disgraceful way by an international board when she has committed no offence at all".

Mr Denis Howell, Opposition spokesman on sport, said that Mr Moynihan should ensure, in any discussions on Zola Budd's case, that he did not repeat the Government's "tragic mistakes" of 1980 over the Moscow Olympics. That had "alienated sporting opinion from this country ever since".

The IAAF had an absolute duty to protect sport from any taint of apartheid. The Government itself had a duty to protect the right of every other British sportsman and sportswoman to take advantage of this year's Olympic Games.

Mr Moynihan said that decisions on the matter were for the governing bodies, and that view should be shared on both sides of the House.

"We have to wait and see the outcome of the meeting of the BAAB on Sunday and take a decision then to see whether or not, so far as Glenageary is concerned, it becomes a matter for government."

Mr Nicholas Winterbottom (C) said that no good would be done

# Hogg lists killer's property

A list of the property recovered from Michael Ryan's body and his car last August after the Hungerford shootings was given to the Commons in written replies by Mr Douglas Hogg, Under Secretary of State, Home Office.

Replying to more than 20 questions by Mr William Ross (Londonderry East, OUP), Mr Hogg said that at the school where he died, police recovered spent cartridge cases and bullets, a Beretta pistol and a pair of handcuffs.

Ryan's car contained ammunition, spent and live; body armour; a gas mask; woollen balalaava; water bottle; survival kit; waterproof jacket; camouflage trousers; cotton over-trousers; waterproof poncho; and two haversacks.

Ryan had authority to possess a 9mm pistol and a 38 revolver. He also had authority to possess a maximum at any one time 500 rounds each of 9mm, 38, 22, 32, 7.62mm and .30 calibre ammunition.

## EEC jobs

A further five million jobs could be created within the EEC by the single internal market by 1992, Lord Young of Grahamam, Secretary of State for Trade and Industry, said during questions.

## Parliament today

Commons (2.30): Questions: Home Office: Prime Minister. Local Government Finance Bill, report, fourth day. Lords (3): Regional Development Grants (Termination) Bill, Public Utility Transfers and Water Charges Bill, Immigration Bill, third readings. Debate on investment in the Airbus.

## Correction

In the list of Conservative MPs who voted in favour of an amendment to the Health and Medicines Bill against the charging of fees for NHS eye tests (reported in later editions on April 15), the name of Sir Philip Goodhart (Berkhamstead) should have appeared instead of that of Mr Alastair Goodlad (Edinburgh).

# Ezra's scheme for London traffic

A minister should be put in charge of London traffic, and a co-ordinated five-point plan adopted to tackle the growing congestion in the capital's streets, Lord Ezra (SLD), said during a Lords debate on transport.

Many peers voiced concern about the state of London's roads and also the effect of the deregulation of bus services.

Lord Ezra said that the average speed of traffic in London was 12 mph, dropping to 8 mph in central London. These speeds were progressively diminishing.

It had been estimated that by 2001, 52 per cent of those living and working in London would use their cars, compared to 35 per cent in 1981. The cost of traffic congestion had been running at about £3 billion a year.

The trouble needed a co-ordinated, concerted approach. From reports and the recent articles in *The Times*, the solution needed were becoming clear.

## HOUSE OF LORDS

utions needed were becoming clear.

A five-point plan for London's traffic should be aimed at:

- Effective enforcement of parking rules, including restraints on cars coming into inner London;
- Improved traffic management schemes;
- Better roads;
- Better public transport; and
- A policy to cope with the increase in coaches.

Lord Tevel (C), a former bus driver, said that since the deregulation of bus services, which many hoped would improve services, the number of passengers had fallen by between 10 and 15 per cent outside London.

Good public transport could do much to overcome traffic congestion; for instance, one bus could replace 40 cars.

# Planning appeal 'risk'

## ENVIRONMENT

There was a risk of developers who wanted to build private housing overloading the system with appeals, most of which would be rejected, Mr William Waldegrave, Minister of State, Environment, said during questions.

He said that the success rate for planning appeals against decisions on residential development was much lower than for other kinds of development, and developers should be aware of that.

Mr Robert Adley (Christchurch, C) had asked for legislation to repeal those parts of the Town and Country Planning Act, 1947, that gave a planning presumption in favour of the developer, but Mr Waldegrave rejected that request.

Mr Adley: Planning needs and environmental attitudes have changed fundamentally since the days of war-ravaged Britain of 1947.

If the minister accepts that, planning law today should meet the requirements of today and



Mr Adley: Attitudes have changed fundamentally particularly should take account of the fact that parts of the country are suffering over-development, not under-development (Conservative cheers).

Mr Waldegrave: The 1947 and 1971 Acts have stood the

country in good stead. They can deliver the kind of planning we need. It is true that the kind of requirements change from time to time.

In 1980, we issued a circular emphasizing the importance of getting planning applications agreed and reminding authorities that they must always grant permission unless there are important reasons against. Since then we have drawn the attention of inspectors to the importance of taking account of up-to-date plans.

Mr Andrew MacKay (East Berkshire, C): In areas of excessive development such as Berkshire, the democratically elected representatives on local authorities resent the many appeals granted to developers which give the clear impression that there is a presumption in favour of developers.

Mr Waldegrave: There is. That is the basis of the system. The British system is that people can do what they like with their property so long as an important interest is not damaged thereby.

# Minister queried on land sales

A total of 2,558 acres of surplus land, which had been passed to the Property Services Agency for disposal, remained unsold after 12 months, but the PSA had been selling land at the rate of 2,200 acres a year for the past four years, Mr Christopher Chope, Under Secretary of State for the Environment, said during questions.

He was replying to Mr John Birt (Battersea, C), who hoped that the minister could persuade the PSA to sell the land more quickly.

Mr David Nicholson (Taunton, C) said that it was paradoxical that there was controversy over housing developments on "Green Belt" sites while in the West Midlands and Greater Manchester there were vast tracts of derelict land.

Mr Chope said that he shared Mr Nicholson's frustration at the amount of under-used land that could be brought into development, particularly for

housing. That was why the Government gave priority to the disposal of its own land quickly.

Mr Chope rejected allegations during questions that the Government was failing to take account of the interests of staff in its plans to privatize the Crown Suppliers.

He said that when he had met members of the workforce, they had recognized that he was taking close account of their interests.

Mr Tam Dalyell (Linlithgow, Lab) asked how the public interest was to be taken into account in the privatization of the Crown Suppliers and how severance pay and pensions were to be guaranteed.

Mr Chope said that the public interest would always be taken into account in any privatization project. Accrued pension rights would be protected, or transferred to the new scheme if staff so wished.

# Academics 'will not suffer because of their views' Concessions promised to help staff

The following report of a Lords debate on the Education Reform Bill appeared in later editions yesterday.

The Government promised further concessions in the Bill to prevent the victimization of academic staff because of their views.

Lord Mackay of Clashfern, the Lord Chancellor, sought to assure peers that the Government believed that academic freedom was a vital element in the higher education system.

Many peers taking part in the second day of the Bill's second reading debate, however, spoke of the dangers of the provisions to the independence of Britain's universities.

Lord Boyd-Carpenter (C) said that it should be possible for schools which had opted out to be able to opt back in, though opting in or out regularly would create chaos.

Viscount Eccles (C), a former Minister of Education, said that under the Bill, every child's progress would be monitored and no child would be forgotten, and that alone was reason to support it.

Lord Hume of the Hirsel (C), former Prime Minister, said that the national curriculum was overdue if children were to become useful and responsible citizens of an increasingly educated democracy.

If the curriculum and core subjects were well taught and enjoyed and children's knowledge regularly tested, the young would be provided with a better

## HOUSE OF LORDS



Lord Hooper: Place of classics not threatened

springboard for a career than at present.

Over the century preceding the Second World War each generation had been taught by mothers, schoolmaster and minister of religion about the Christian code of values. That had not produced a nation of saints. "But at least boys and girls, when they went into the world outside, had a yardstick by which they could measure their own actions and the behaviour of others."

Some time after the war it became fashionable to question nearly all moral values, disciplines and restraints associated with the Christian code of conduct.

"The permissive society was

not the happiest or most creditable interlude in national history. We are paying a heavy penalty of discipline and crime and violence which derived from that period.

"I hope that many have learnt the lesson that in community life, in the profession of politics or business or any activity of life, for example on the football field or the cricket field, morals and manners matter."

Most mothers worked and it was unreasonable, at the end of a long working day, to expect them to be able to spend the evening instructing their children in religious values.

The manpower of the Church was overstretched, and inevitably a greater responsibility in preparing the young for the moral choices in life was placed on the schools.

Lord Carlisle of Buckholme (C), a former Secretary of State for Education, in a maiden speech, said that he had difficulty in seeing how opting out of the malevolence and benevolence of local education authorities and opting in to the malevolence and benevolence of the Department of Education and Science, by its very nature, would necessarily improve the standard of education.

When he had decided in 1980 to maintain the single unitary authority for education in inner London, two matters had weighed with him most of all: his belief that some of the weaker authorities did not have adequate capacity to take over responsibility for education and

the effect the abolition might have on further, adult, and continuing education in London.

"Clearly that decision now to wind up Ilea has been taken and I believe thought will have to be given as to how the schools in those boroughs are to be run."

Lord St John of Fawley (C) said that he enthusiastically and wholeheartedly supported the principles of the Bill.

Opting out might be inconvenient for a local authority and for the Roman Catholic diocesan bishops. But he was tempted to say: "So what?" Schools existed for children and not children for schools.

He made a plea for a greater concentration on the classics. "To be cut off from Greek is not enough, but if we are to cut out Latin as well through which we have access to Greek civilization then we will be cut off from our cultural roots."

Education was not a part of economics. The phrase "producers of education" made him shiver and "consumers of education" made him shudder. The use of these phrases was a new form of barbarism.

Lady Hooper, Under Secretary of State for Education, said that the national curriculum did not threaten the place of Latin or Greek because there would be sufficient flexibility to allow schools to continue to offer the classics to some or all pupils.

The Bill was read a second time.

# Student nurse plan defeated

The following report of the Commons debate on the report stage of the Local Government Finance Bill appeared in later editions yesterday.

A further Conservative backbench move to lessen the impact of the community charge on the less well off was when the report stage was resumed.

After debate, however, the proposal was dropped without a division, the main sponsor suggesting that he would rely on the House of Lords for help.

A move by the Democrats to exempt student nurses from the charge and thus bring them into line with other students, was rejected by a majority of 89.

Mr Patrick Cormack (South Staffordshire, C) moved two new clauses to exempt from the community charge those over 80 and those on income support.

He said that he had never voted in favour of the community charge, nor would he, but the task now for those who opposed it was to remove its sting, try to make it fairer and to remove those aspects that caused most concern.

Mr Michael Howard, Minister for Local Government: Widespread exemptions are counterproductive because they reduce the number of people who pay and further erode local accountability. It is imperative that the number of exemptions is kept to a minimum.

He said that the right way to give help was through rebates. Even those with maximum rebate would make a small contribution to services and the result was that local accountability would be preserved.

## POLL TAX

He promised to consider a Labour request to extend exemptions to cover prisoners on remand.

The Government did not believe it right to exempt the physically handicapped. It would be demeaning to suggest that, because someone was physically handicapped, he or she could not play a full part in widening the accountability which the community charge would bring.

Mr Simon Hughes, SLD spokesman on local government, said that if there was a fair system there would be no need continually to be seeking to add further categories of exemption.

Not only student nurses should be exempt, but also everyone in training. It was also everyone in the homeless to pay. Inspectors would be asking those sleeping in doorways and in the subways to pay the charge.

Mr Ralph Howell (North Norfolk, C) said that the Government should introduce a supplement to VAT of about 6 per cent. It would be painless and would mean the end of the existing silly rating system and of the silly system being proposed.

Mr Cormack said that he was content to look to the Lords for help and to allow his amendments to be negated.

The amendments were negated.

Dr John Cunningham, chief

Opposition spokesman on the environment, moved the first of a group of amendments dealing with data protection, to allow a registration officer to seek only such information as he might reasonably require in connection with his functions.

He said that many people objected to personal information relating to them being collected and held.

Mr Howard said that the Government's intention was exactly the same as that of the Opposition: that registration officials should not be permitted to ask for information other than that which they needed.

The amendment was rejected by 331 votes to 220 - Government majority, 111.

Mr Matthew Taylor (Truro, SLD) moved an amendment adding nurses in full-time nursing education to the list of students receiving relief from the community charge.

He said that some student nurses would have to pay as much as 15 per cent of their income.

Mr Robert Rhodes James (Cambridge, C) said that it was impossible to argue that there was a difference between university students and student nurses.

How can the minister expect me, a supporter of the Bill, to go to my constituents and say that my university students will have maximum rebate but my student nurses will not? I am not going to do it."

Mr David Wileshire (Spelthorne, C) said that he would prefer there to be no exemptions and no rebates.

Sir George Young (Ealing, Acton, C) said that he supported the amendment because it would put right at least one injustice.

Mr Michael Howard said that the average earnings of a student nurse were £5,000 to £6,000 a year, two-and-a-half to three times the student grant. If special treatment were accorded to them, it would be difficult to refuse it to police cadets, trainee accountants and even pupil barristers.

Student nurses would be eligible for consideration for rebates in the same way as anyone else.

The amendment was rejected by 232 votes to 321 - Government majority, 89.

Miss Jo Richardson, chief Opposition spokeswoman on women's affairs, moved an Opposition amendment to remove the clause making husbands and wives jointly responsible for each other's poll tax.

Mrs Maria Fyfe (Glasgow, Maryhill, Lab) said that heterosexual couples would be responsible for each other's poll tax, but homosexual couples would not. The Government could be seen as promoting homosexuality.

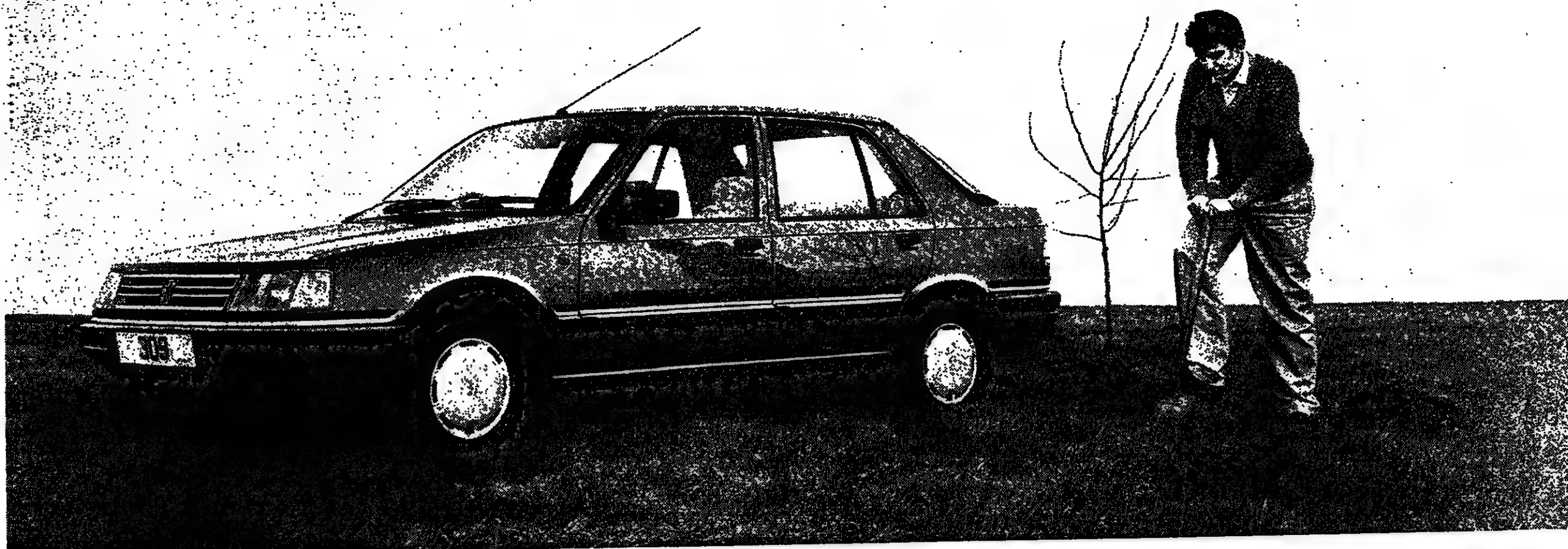
Mr Christopher Chope, Under Secretary of State for the Environment, said that the amendment remained the same if a husband left the household, but under the Bill the community charge would be reduced.

The amendment was rejected by 325 votes to 220 - Government majority, 105.

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Total Balance Paid Off	\$4740.00	\$5209.99	\$5576.28
Total Charge For Credit	\$ nil	\$469.99	\$836.28
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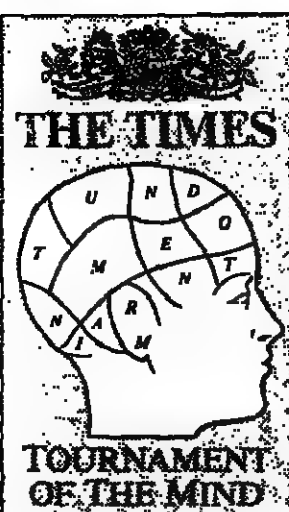
Correction

defeated



## SPECTRUM

## Tournament of the Mind



## Famous Five take up the challenge of one

Linton Village College, near Cambridge, the last of our featured schools among *The Times* Tournament of the Mind finalists, has the distinction of having reached this stage of the competition with a team of half the standard number of 10.

The other difference from its fellow competing schools is that the idea of entering came not from a teacher, but from Stephen Hedge, a fifth-form pupil. He took a copy of *The Times* to school one morning, and having declared his intention to enter the tournament on his own, soon found others taking an

interest in the questions. "We convinced him that not only would we have a better chance if several of us joined forces," says his teacher, Charles Gilderdale, "but also that it would be very much for the good of the school."

Hedge, who like his four partners numbers mathematics and English among his best subjects, did have the consolation of being elected team leader. "We only had one fear," Gilderdale says, "and that was that the questions in the final would be getting as hard as they did in last week's individual section."

## Puzzles

The following diagram is a strange dashboard. Using five darts at a time you must discover how many different

100	120			
250	80	200		
0	400	40		
	50	60		

ways there are of scoring a total of 500. Each dart must score and once you have used a combination of numbers it may not be used again in a different order.

The groups of letters which follow are jumbled words. Unscramble them and discover the most obvious odd one out.

CUBEKEY CHUBRUS  
CLABIEM RAMSOAG

\* Reversed names other than Colins English Dictionary have been used.

## SCHOOLS' FINAL - ROUND FOUR

## MATHEMATICS

You have just received a tax rebate but the cashier has made a mistake. He has written the figure which should be for pounds in the pence section and the figure for pence in the pounds section. It gives you quite a bit more cash so you go and spend £3.78. You check your change and to your surprise discover that you now have exactly five times what you were entitled to receive in the first place. How much ought you to have received from the Inland Revenue?

## MISCELLANEOUS

If IVY equals 5, VEX equals 50 and VICE equals 500, what does MIMIC equal?

## GENERAL KNOWLEDGE

1. To which family of plants does the corpse plant belong?
2. Which principal Hindu god of the Vedic period has a strange similarity with the Greek god, Zeus?
3. Which German poet's works were inspired by his thwarted love for Elisabeth Neuhausen?
4. Which creatures of folklore were supposedly used as servants and brought to life by rabbits?
5. Which English country house was rebuilt for Sir John Thynne?

## A frightening power to enthrall

THE TIMES PROFILE  
ROALD DAHL

Who is this man who tells our children that any inoffensive school-mistress or dear old lady might be a witch in disguise, bent on destroying a child a week, or that the spectacle of aunts crushed flat under a giant peach is one to inspire joy? A man who depicts poachers as nicer than gamekeepers, is constitutionally on the side of the fox against the chicken farmer, and gleefully fits Goldilocks out in dirty shoes?

... upon the heel of one  
Was something that a dog had done.

Matilda, the heroine of his latest book, published today, chooses to part from her mother and father for ever without a quarrel (admittedly, they are frightful parents), and inflicts terminal humiliation on her school head. Roald Dahl's books assert that revenge is sweet, and existence an alternation of scarcely governable terror, hatred and bliss. We might lock his unruly manifestos away from our impressionable youngsters, but instead we troop out and buy them in carloads.

He is easily the best-selling living children's writer in Britain. The US paperback rights for his earlier books were recently renewed with an advance of \$1.3 million, and the recent first printing of *Charlie and the Chocolate Factory* in China had an initial print run of two million.

He proudly spread out for me yesterday a superb album of drawings sent to him by a school class in Barcelona, inspired by Dahl in Catalan. The letters that arrive from all over the world are a source of great satisfaction to him, and he has his full-time secretary go to a great deal of trouble to reply in the appropriate spirit.

He has a great fellow-feeling for teachers, and teases them robustly in his replies, as in his books. "This book shows how good the teacher must have been. The best teachers are in Australia, I find. They're pretty damn good in the USA. I'm afraid I can't put Britain at the top of the list." His new book is, among other things, an uncharacteristically clear parable of his views about education.

His spell transcends language and nationality. He has a greater influence on the attitudes of

tomorrow's citizens than Kenneth Baker could ever dream of. He is a Pied Piper, the sound of his pipe is subversive and irresistible, and we Hamelin parents would do well to consider the uses to which he puts his immense power. It is frightening to consider how addictive children are in their reading. Certain writers seem to strike a chord, and can go on repeating it almost indefinitely. Critics are apt to mistrust this. Even commentators who have a high regard for Dahl's qualities as a storyteller feel impelled to stress that their admiration is this side of idolatry.

"The craze for Dahl has overtaken the craze for Blyton," says Brian Alderson, *The Times* children's books reviewer and one of the panel who selected our own recent list of books every child should read. "He writes too fast, in my view. Two generations hence, I very much doubt if he will be much read."

Since Charlie is still going strong after 30 years, this is a judgment which remains to be proved. Dahl, a charming man who revels in celebrity and considers it no more than his due, smirks scornfully at the reservations of the "London Mafia": "Poor old A.A. Milne is getting dated - it's the bloody nanny - though I still see how good they are. But my books are mostly fantasy, which doesn't date."

Last month, after our list of classic children's books, we printed a list of the books school-children actually buy. Most panel members selected one Dahl volume or another, but they named different ones out of his protean output, and only one title reached the final list. In the children's own list, he bestrode the sections for all ages like a colossus.

A writer who appeals both to critics and to children on this scale plainly has more to him than a self-repeating Blyton. The variety of his output is prodigious, even if one leaves aside his polished and waspish short stories for adults, which reached a large audience through the television series *Tales of the Unexpected*.

He has no high opinion of critics, or of modern writing for

both children and adults. "When I saw *The Times*' first list, I thought, 'ho, ho, I know better than that!' An awful lot of rubbish is published today - most of it lacking what all the real children's classics have, which is humour. Look at *The Wind in the Willows*... *Beatrix Potter*, in her quiet way... and *The Secret Garden*, the only real classic which succeeds without humour, although I don't know how."

The quality which sometimes comes across as sickness in the adult stories (he trained in the rarefied school of *The New Yorker*, and counts Hemingway as his master) imposes a rigorous organization on his children's books. Each goes through many drafts.

"He has a very strong practical imagination," says Quentin Blake, who has collaborated with him as illustrator for 10 years, and has

illustrated *Matilda*. "Sometimes I've done a nice decorative picture, and he's wanted me to show more clearly what's happening, and how it works. He is very concerned that his books are attractive to read - he takes a close interest in the size of the type, and so on. He once said that if he weren't a writer, he'd be a doctor, which is connected with the practicality, I think."

When his son was very ill, Dahl helped design a valve for relieving fluid pressure in the skull; doctors still call it the Wade-Dahl-Till valve. This mechanical ingenuity is a knack which recalls that he was a wartime fighter pilot. Later in the war he was a junior air attaché in Washington, and served in secret operations.

Brilliantly inventive as they are, his works for adults and children share a disturbing streak which it is difficult not to identify as cruel. That is one of the reasons for his popularity: there is never any pulling of punches in the confounding and dismembering of villains.

Blake rejects the suggestion of cruelty: "They are fairy stories, at bottom. People who criticize him don't see that even the real people are simply ogres and witches". Dahl does not see himself as cruel,

either. "I make my points by exaggerating wildly. That's the only way to get through to children: they're not subtle. If a couple of parents ever existed as bad as those in *Matilda*, she would be right to run away. But quite a lot of parents are, say, 10 per cent as bad. If they read the story to their children, they might get a little shock."

The underlying pattern of his books is not so much cruelty, as the triumph of the underdog. It is stamped on his mind that children are generally victims, and adults generically tyrants.

It is cruelty springs from the rage of those who identify with life's victims. The beastliness that children can inflict on one another is a topic that he would find too difficult to treat in a children's book, he says. His own life has been one of those which seems singled out for disaster. His father and sister died within a few weeks when he was a boy; his mother kept absent-mindedly sending him to British schools monstrously addicted to the cane, in spite of her Norwegian distaste for schooling by terror; one of his children died of the measles, and another was permanently brain-damaged in a road

accident as a baby. His first wife, Patricia Neal, suffered a catastrophic stroke, and was restored to health by years of devoted nursing. His life has been punctuated by plane crashes, illnesses, surgery, and bereavements.

His face has the lugubrious, punch-drunk expression of a white-faced circus clown. He is a deeply-rooted man who has lived for 35 years in the same white house in Buckinghamshire, and can only write wrapped up in a cocoon of rituals in a Shavian shack in the garden, out of earshot of children, using a pencil with a rubber on the end.

"I do have power," he says. Writing is all propaganda, in a sense - *Matilda* is blatant propaganda for reading, for instance. Children are vulnerable because they don't know they are being propagandized. You could insinuate wrong ideas, of course, but you'd know, and you jolly well don't do it if you're a good egg.

"You can get at greediness and selfishness by making them look ridiculous... the greatest attribute of a human being is kindness, and all the other qualities like bravery and perseverance are secondary to that."

George Hill

## BIOGRAPHY

1916: born, Cardiff, of Norwegian parents; educated at Repton  
1934: Eastern Staff trainee, Shell, Dar es Salaam  
1939-42: RAF pilot, Western Desert, Greece, etc  
1942: Washington (Assistant Air Attache); Wing Commander, 1943  
1943: *The Gremlins*, first children's book (with Walt Disney)  
1946: First book of short stories published in US  
1953: Married Patricia Neal (marriage dissolved 1983)  
1983: Married Felicity Grosland  
1983: Whitbread Award (for *The Witches*)



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SARAH JANE CHECKLAND

A weekly look at the art world

Philip Mould is unique in the art market. Like the Lord High Executioner in Gilbert and Sullivan's *Mikado*, he has "got a little list". But far from containing people who "never would be missed", it is a *Who's Who* of 1,500 historical figures whom his clients would dearly like to hang on their walls. Other dealers start with the subject, then look for a buyer. He has just opened his own gallery, Historical Portraits, in Old Bond Street.

Sainted Johnson is on his list many times over, in demand among the growing band of neo-Georgians; so is Major-General John Burgoyne, an 18th-century commander in India, and other military heroes. Oxford and Cambridge colleges are clamouring for dead dogs; there is a request for Charles II by an illegitimate descendant.

Mould started as a dealer three years ago by buying up unknown squires, but soon realized that it was a mistake

to go by strength of face alone. "It became like a missing persons list. I had dozens of letters from ladies saying things like '40 years ago my family used to have a portrait in the dining room, and now it's lost. Can you find it?'"

Now he concentrates on specific, famous faces. Research takes place in the archives of the National Portrait Gallery as well as anti-

quary museums (for clues about uniforms), country church registers and provincial libraries. "It's rather like working from a police photofit."

For his opening gallery display Mould has a wide variety of faces, including a newly discovered picture of Sir Richard Arkwright, inventor of the Spinning Jenny, by Joseph Wright of Derby. Another is of the author Jonathan Swift. An anonymous, scribbled drawing of a man standing beside a restaurant, and inscribed "A moon and, Hem", is probably of Ernest Hemingway, although so far Mould and Sotheby's have been unable to find absolute proof.

One remaining headache for Mould, in an otherwise perfect monopoly, is the constant surfacing of clichéd images. "I see one portrait a month described as Lord Byron: any swish 17th-century cavalier is Prince Rupert of the Rhine. Then there are all those fat-necked Hanoverians that no one would want."

## Living in the past, and at a profit

To judge from its title and masthead design, the new weekly magazine *Times Past* could well have been published by this newspaper. In fact, buoyed up by £1 million-worth of advertising and with a big print-run of 500,000, it is published by Marshall Cavendish, and is the latest manifestation of the antiquies boom.

The magazine takes its readers through a succession of period rooms, from Georgian to art deco, explaining the historic function and present-day value of their contents; and as long as you can accept a certain twoness in presentation it is full of interesting details and tips on what to look out for.

Tony Curtis, editor of the annual *Lyle Antiques Review* and consultant to the new magazine, points out that antiques have a double advantage, being investments you can use and enjoy. "You spend £1,000 on a new three-piece suite, and as soon as you walk out of the shop it is worth £250. If you spend the same amount on a Victorian suite, you can get at least £800 from a dealer immediately afterwards. If you keep it for five years you will get two grand."

The only problem is that as the nation awakes to its times past it is turning its back on its times present and future. Who is making, and collecting, the antiques of the future?

## CONCISE CROSSWORD NO 1545



ACROSS: 1 Jerusalem mosque (2,4) 4 Mona Lisa gallery (6) 9 Allspice (7) 10 Interior style (5) 11 Restless desire (4) 12 Interconnected system (7) 14 Noisy spirit (11) 18 Characteristic (7) 19 Slightly open (4) 22 Devil (5) 24 Children's room (7) 25 Guarantee (6) 26 African fly (6) DOWN: 1 Detect (4) 2 Len in (5) 3 Artificial (9) 5 Elderly (3) 6 Cruelly harsh (7) 7 Discoverer's cry (6) 8 Channel Islands theme composer (4,7) SOLUTION TO NO 1544 ACROSS: 1 Shi slope 5 Freud 9 Tear gas 10 Oddly 11 Splay 12 Eclat 13 Temp 15 Sharp 16 Ionic 18 Phil 20 Fling 21 Organic 23 Arne 24 Assassin DOWN: 1 Suzzie 2 Isabella 3 Leg 4 Pusillanimous 6 Eddy 7 Dry rot 8 Ponytail 11 Stoppage 14 Munnings 15 Staff 17 Caneen 19 Men 22 GBA

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## HEALTH

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## Putting sex abuse to the test

The storm rages on over the use of the reflex anal dilatation test in suspected child abuse. Below David Nicholson-Lord reports on strong new criticism, and Ian Smith talks to RAD's first exponents

The best medical opinion is united in its view that reflex anal dilatation (RAD), the controversial test used by doctors in diagnosing child sexual abuse, is worthless in diagnosing child sexual abuse, according to new evidence.

A survey of 42 leading coloproctologists, or experts in bowel disease, including the foremost authorities in the country, has failed to find one who believed RAD was diagnostic of anal abuse. More than four-fifths of those questioned believed it was present in normal children during various stages of their life - when they were constipated, for instance.

Bill Heald, head of the colorectal research unit at Basingstoke District Hospital and president of the Royal Society of Medicine's surgery section, who organized the survey, believes that experts should reassess each alleged case of child abuse, on the grounds that the medical evidence was "truly valueless".

"It is simply not possible for a doctor looking at the perineum of a child to know whether buggery has taken place except in those rare instances where a frank injury is apparent," he says. "Almost certainly it is true to say that medical evidence, as the starting point of an investigation, is quite without value."

The survey found only four doctors who thought that RAD could occur in a child who had been abused. However, these respondents believed that this was insufficient evidence of abuse on its own, and said they had also seen RAD in unharmed children.

The significance of the survey, the first of its type, is that it was conducted among specialists who carry out regular anal and rectal examinations of their patients and see many types of abuse. Although there are between 300 and 500 coloproctologists in the country, Heald rejects criticism that it is unrepresentative.

"It is incomplete because I do not have the resources to do a MORI poll," he says. "But it simply underpins with some numbers what I have confirmed by discussing the subject with a very large number of the most distinguished brains in the field."

One of the world's leading authorities on bowel disease, who is unwilling to be named, has told Heald he is "filled with alarm at the

manic way in which these two Cleveland paediatricians (Marietta Higgs and Geoffrey Wyatt) have been diagnosing anal sexual abuse on the basis of a quick look at the anal region."

Heald says neurologists also dispute the biological logic of RAD. Its proponents claim that the bowel muscles dilate - in other words, relax - in anticipation of a painful experience. But even though this might be the best way of dealing with pain, most muscles actually contract and go into tight spasm at the prospect. This aspect of RAD is "without parallel in human neurophysiology".

Another factor which may have deceived the Cleveland and Leeds doctors is that at any given moment normal children often have a stool in their rectum, and the reflex dilatation which allows this to be passed out is easy to trigger. Yet the proponents of RAD do not perform rectal examinations to check whether a stool is present.

Heald's involvement in the controversy began when he was prevailed upon by a solicitor representing one of the Cleveland families to appear on their behalf in court. He has also given evidence at the Butler-Sloss inquiry.

### 'Medical evidence as a starting point is without value'

Heald believes that events in Cleveland and Leeds bear all the marks of a modern version of witchcraft - the invention of a novel set of tell-tale signs, hitherto unknown to experienced practitioners, which only the initiated can decode. "Parents fed these kinds of allegations are tortured by a mixture of guilt, mistrust of each other and a whole range of hideous doubts," he says. He believes they should be able to seek a second independent opinion, as should magistrates before making a place of safety order. Any doctor who strays from a relationship of help and friendship to patients and their families "does so at his peril", he adds.

Coloproctologists, he says, have wide experience of anal perversions. Yet even the most experienced have seen few cases of anal abuse of very young children, as alleged in Cleveland. In recent months, he says, claims on the frequency of anal abuse have verged on the ludicrous. Although few are prepared to comment publicly, there is widespread personal incredulity among coloproctologists as the evidence detailed in the Press.



In the eye of the storm: Drs Christopher Hobbs and Jane Wynne, who 'wish people would listen'

Consultant paediatrician Jane Wynne says it was "a sixth sense" that made her decide to examine the rectum of, and test for

reflex anal dilatation, the three-year-old girl who lay motionless on her side, abdomen marked by suspicious burn marks possibly caused by a cigarette. What she discovered in a Leeds General Infirmary anaesthetic room sparked a major medical controversy which rages with increasing vehemence three years later.

The child had been brutally sexually abused, her anus torn and so grossly dilated the injury could only have been the result of penetration. It meant, in Dr Wynne's opinion, that RAD could no longer be dismissed as an inconsequential physical abnormality. Investigation by police and social workers of the tiny patient's home environment revealed similar abuse of her five-year-old brother and led to an eventual confession by their father that he was the perpetrator.

Together with a fellow consultant paediatrician, Dr Christopher Hobbs of St James's Hospital, Leeds, with whom she conferred regularly, Wynne decided to carry out RAD examination of every child brought into their hospital wards suspected of maltreatment. Within months they had found several dozen children similarly affected as a result, they believed, of sexual abuse.

"The condition of reflex anal dilatation had been recognized for more than a century, but never before had any physicians recognized that the cause might be perversion, not constipation, or if they did it was something to which they preferred to turn a blind eye," Wynne says.

Now, almost three years after *The Lancet* published their findings on child sexual abuse (based on their examinations of children, most referred by Leeds social services department) in October 1985, and 12 months later carried the results of a second research paper, they

have been blamed for a massive upsurge in the number of families separated and children taken into care.

"Things just suddenly exploded, and ever since we have been under fire from people who just do not understand that we have never, ever, pioneered reflex anal dilatation as a sole means of detecting sexual abuse. I do wish people would listen," Hobbs says. In 1982 there were just seven cases of abuse diagnosed in Leeds; the number rose more than tenfold in 1985, the year that Wynne and Hobbs began to use RAD as a contributory factor in detecting abuse. This year, according to Leeds social services

### 'RAD forms no more than a small part of diagnosis'

department, the figure is expected to reach about 290.

A similar disturbing increase was recorded in neighbouring Cleveland where Dr Marietta Higgs and Dr Geoffrey Wyatt used RAD to diagnose 121 cases of abuse in six months during 1986. Dr Higgs had shortly before attended a lecture in Leeds at which Dr Wynne explained her use of reflex anal dilatation to help uncover child sexual abuse. On returning to Cleveland she taught the method to Dr Wyatt and at one stage the two had one hospital ward filled with suspected sex abuse victims and outraged parents. The resulting furore prompted a judicial inquiry headed by Lord Justice Butler-Sloss, whose recommendations will be announced next month. The DHSS standing medical advisory committee has also become involved and is due to report to the Secretary of State within weeks on the use of RAD as an abuse indicator.

Called to give evidence to the Cleveland inquiry last year Dr Wynne emphasized that RAD was only one of the signs suggestive of

abuse. But if RAD is detected in children referred because of social workers' suspicions about unexplained injury, undernourishment, behavioural problems or slow learning, Wynne and Hobbs always refer the case to a specialist social worker for further investigation.

Of children under their care who have been found to have been abused only 19 per cent showed signs of reflex anal dilatation. "RAD is an important finding and should not be dismissed," Hobbs says. "However it would be wholly inaccurate for anyone to believe RAD forms more than a small part of the overall process of diagnosis."

"Since the Cleveland controversy became national newspaper headlines we have noticed a marked reluctance by family doctors, paediatricians, psychiatrists and psychologists to diagnose abuse," Wynne adds. "We firmly believe it is not because of our colleagues' unawareness that abuse occurs but their lack of courage or conviction to be placed in a confrontational court situation and have their professional competence questioned."

Reluctant themselves to become engaged in open confrontation with colleagues, they shrug off as paranoia suspicions that they have fallen victim to a medical conspiracy, "though we accept the very real possibility of attempts by eminent paediatricians and coloproctologists to undermine our work to cover their own unawareness of the widespread problem of child abuse," Hobbs says.

Two weeks ago both were on the verge of quitting their child abuse work and concentrating on less vulnerable paediatric areas. After discussion with their families - each has two children - they agreed to carry on and to support each other. They say they have received hundreds of letters supporting their work, like one last week from a girl sex abuse victim, aged six, who wrote to Dr Wynne: "I saw you on television. I like you and I trust you. Please carry on helping us. We've got no one else."

## Self-help is in the blood

Transplants of a patient's own bone-marrow may hold a cure to leukaemia

While Ian Botham's march across the Alps has focused attention on the plight of children with leukaemia, the disease is 10 times more likely to strike adults. While there is often a better chance of a cure for children (Alder Hay Children's Hospital in Liverpool reports a 60 per cent recovery rate), the outlook for most adults without a bone marrow donor has not changed for years from a bleak 20 per cent.

Now a national trial, which began this month, is comparing conventional chemotherapy-only treatments with a self-transplant scheme (where the donor is the patient) which may push those long-term survival figures up to two or three times what they were. If the scheme succeeds nationally it will mean hope for adults who contract acute myeloid leukaemia, the most common of adult blood cancers. It will also be a success story for University College Hospital, London.

In what is to become the most comprehensive leukaemia study of its kind in the world, several hundred patients aged between 15 and 55 will take part in a three-year comparative trial of treatment.

In medical terms, the "autograft" is new. It is less than eight years since Dr Tony Goldstone, director of the Brompton Bone Marrow Transplant Unit at UCH, and Dr David Linch, a consultant haematologist, introduced autografts. They are now a regular option for many of this hospital's leukaemia patients aged between 15 and 55 who are in complete remission after chemotherapy. From the unit's first seven years' work, 58 per cent of their adult acute myeloid leukaemia patients who have been autografted are alive and well.

Marrow stem cells are "harvested" from the lumbar region of the back and immediately freeze-stored in liquid nitrogen (where they could safely stay for several years if necessary). The patient is then given what would otherwise be a lethal dose of five times the usual chemotherapy to kill off the "bad" or residual leukaemic cells. Then the thawed marrow is re-infused intravenously. The stem cells will find their way back into the patient's marrow and will begin to divide, producing new, young red cells, white cells and platelets. Haemopoiesis - the body's blood factory system - will begin again, this time on a healthy manufacturing course.

Yet the mystery remains. How does it manage to work so well when some original leukaemic cells are surely put back into the patient?

Goldstone thinks that there may not be all that many "bad" cells returned in the 2 to 5 per cent of harvested mar-

row stem cells, and that the new marrow may actually fight any remaining leukaemia and suppress further outbreaks.

He admits this is a controversial area. The procedure is dangerous, it can fail and it has its critics: they have said that subjecting patients to such drastic treatment without the promise of an improvement is morally wrong.

Deciding whether or not to autograft a patient in remission is agonizing. Goldstone agrees. "Do you leave them to take their chances or do you put them through the calculated dangers of autografting? If they die, have they died from the treatment? Would they have got better if they had been left alone?"

These questions will be a lot easier to answer in three to five years' time when the random trials between those who have been selected to "take their chances" and those who have undergone autografts produce their results.

One clear advantage that autografting has over traditional donor grafts is that the body hardly ever rejects its



Trial time: Dr Tony Goldstone

own cells. The two major dangers of grafts from another donor are graft-rejection and graft-versus-host disease, where the imported cells fight the patient as well as the leukaemia.

One trial-watcher whose interest rivals that of Goldstone is Gregory Tanner, a 32-year-old mature medical student at UCH. Tanner was one of the unit's first patients when, in 1981, he had a double autograft - a second harvesting of cells, a second massive dose of chemotherapy and a second self-transplant of marrow. Once qualified, Tanner hopes to specialize - in haematology.

Vivien Tomlinson

(Times Newspapers Ltd 1988)

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## Early days for brain cell implants

## MEDICAL BRIEFING

Dr Thomas Stuttaford

Professor Hitchcock, the Birmingham neurosurgeon, was hoping to take a long-planned holiday after attending an eclectic scientific meeting in Oxford, and had no idea of the furore his lecture on stereotactic surgical techniques in brain surgery would cause, for it is not a subject which usually makes headlines.

But the revelation that he had carried out cell implant operations in an attempt to relieve symptoms in three of his patients suffering from severe Parkinson's disease, and that in two of these cases the cells were from an aborted foetus, meant that he spent most of his holiday patiently explaining to the world's Press the manifestations of Parkinson's disease - tremor, rigidity, loss of spontaneous movements, and sometimes mental deterioration. He explained the basic

cause, a deficiency of dopamine in the cells of the substantia nigra in the sufferer's brain.

The term "brain transplant" is misleading, summing up as it does the vision that the thought-processing mechanism of one person can be translated to another body. In fact the cells are not so much transplanted to another brain as seeded in it. No direct neurological connection between the nerve cells of the host and those of the donor occurs; the foetal cells become implanted just as if they were growing in a tissue culture, and if they flourish it is hoped that they will produce the

dopamine whose lack is causing the symptoms of Parkinson's disease.

Contrary to reports the foetuses were not delivered by hysterectomy, Caesarean section at an early stage of pregnancy, and the pregnant women were not subjected to any additional discomfort or hazard through the use of the cells from their foetus in the treatment of another patient. The foetuses were not alive when the cells were collected, for the foetus brain tissue can be kept for 24 hours in properly refrigerated surroundings.

Some doctors have expressed concern at the implication that the

techniques used in these two operations might provide a ready and easy answer to Alzheimer's disease. There is a tenuous link between the two complaints: in both there is a shortage of a chemical essential to the proper functioning of the brain, but as one neurologist said, to extrapolate from the surgical treatment of one to the other is not so much a step as a gigantic leap. Foetal cell implants as a means of treating Parkinson's disease are still at a very early stage. If the Birmingham work does continue, long-term experiments in animals, as well as surgical trials in patients, will be needed to show that the cells are neither rejected, nor flourish too abundantly. The thought that the cells from the foetus might spread as uncontrollably as bracken on the moors is not a comforting one.

yet, materialized. Their other anxiety, that vasectomized men would develop an immune response to their own sperm, has been justified and probably accounts for the low level of fertility even after successful reversal operations.

Possibly the first medical evidence to support the committee's conclusions was recently revealed in the British Journal of Cancer.

A report lists three risk factors in the development of cancer of the prostate: men who had a vasectomy 30 years or more before; those who had sexual intercourse under the age of 17; and those who smoked.

The survey was only a small one of 216 case-controlled pairs. There may well be other factors involved: it is possible that the desire for a vasectomy is symptomatic, for example, of increased libido which might be hormone-dependent, for there is some evidence, rather inconclusive, that men who have been vasectomized do have higher levels of testosterone, but whether this is cause or effect has not been elucidated.

## Hushed tones in the House



John Moore's voice has failed him in at least two major parliamentary debates when his performance was crucial to his political future as well as the propagation of his policy. Was it pure chance, or a consequence of the tension inevitable when a man has to defend himself and his department against the probable howls of rage from the benches opposite, and the possible low murmur of discontent from his colleagues behind?

Neil Kinnock, too, has had trouble with his voice, but his problem is different. When tense, he overstrains it by forcing it so that its tone is soon reduced to a rasping hoarseness. Moore's, on the other hand, from time to time just disappears.

Hoarseness, or an easily tired voice, is always a symptom which demands an

explanation; if it persists for more than two or three weeks despite treatment with an appropriate antibiotic, the larynx should be inspected by an ear nose and throat specialist to exclude serious disease.

It has been suggested that Moore suffers from Prechter's, Singer's, Teacher's or Sergeant Major's throat, but these are chronic rather than intermittent conditions caused by constantly shouting, screaming or unnaturally lowering the tone of the voice. The misuse of the voice in this way results in hyaline nodules forming on the vocal cords, which can be removed surgically. In young patients they sometimes disappear spontaneously but in any event the patient needs voice production lessons.

A wide variety of other tumours, benign and malignant, can grow on the vocal cords. Nearly all are amenable to early treatment. These growths are more common in

patients who use their voices a lot in the course of their work, particularly if they also smoke or drink more than average.

Apart from nervous aphonia, which is usually of variable intensity, the most likely recurrent in somebody with a recurrent hoarse voice is repeated attacks of laryngitis. Laryngitis is usually caused by a bacterial or viral infection and often follows pneumonia or bronchitis, but allergy or the inhalation of irritating substances can occasionally be responsible. It is possible that the regular swim in a chlorinated pool taken by the Secretary of State for Social Services might have irritated his throat; occasionally even a change in temperature or humidity in a swimming pool produces a reaction in a sensitive person. Recently, for example, a well-known banker had to stop swimming as every time he had his morning dip he developed rhinitis and his nose ran for the rest of the day.

## Vasectomy cancer link



In the early 1970s a House of Commons committee studied the future role of vasectomy in the nation's birth control programme. After taking many hours of evidence it recommended that although this minor operation should be available on the NHS, theoretical medical disadvantages and proven social problems made it an undesirable first choice. Its words of caution were lost in the blaze of publicity after Michael Parkinson announced to the world that he had been "cut".

In the 15 years since the committee reported, clinical practice has borne out its advice that extreme care was needed when selecting cases so as to avoid regrets and demands for reversal later; but the scientists' fears that vasectomy might produce cardiovascular problems have not, as

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# TIMES DIARY RICHARD COBB

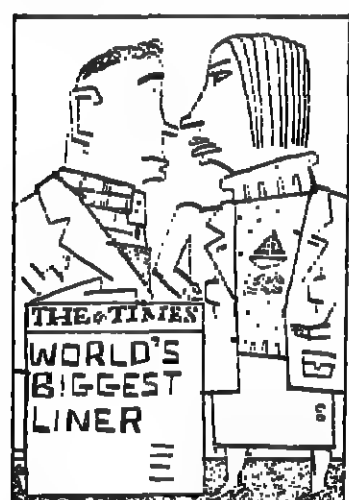
In his letter he suggested that we meet at 12.30 at Boodle's (or is it Boodle's?) I have never been too sure whether these names designate a genuine singular or a genuine plural; like everything else about them, it was somehow assumed that one would know, as if it had been a matter of handed-on truth. I could manage the day he had suggested, but just where was Boodle's? He said that it was on St James's Street, on the left, as you look downhill from Piccadilly. You couldn't mistake it; it had a big white bow-window looking out to the street.

I found the window without any difficulty, climbed the steps, and went straight in between the constantly swinging double doors. There I asked an important-looking person in a blue uniform with a silver braid border behind the elaborate glass-fronted information desk if my friend was expecting me, giving his name and mine. He left his glass box for a moment to take a look in the bar, which I could see just beyond the reception area, coming back almost at once to say that my host did not seem to be there and that I had better wait till he turned up. He seemed sure that he would and his assurance communicated itself to me. I sat down in one of the reception room's big leather chairs that proved surprisingly uncomfortable. After five minutes of discomfort I got up and started walking up and down, feigning an interest in the various portraits and prints. There was one of my favourite Englishman, Sir Robert Walpole, looking prosperous and very healthy, but I soon got tired of even Sir Robert's muted company. What made the waiting worse was the profusion of clocks, all of them large, handsome and enthusiastic.

The swing doors from the street were banging open at ever shorter intervals as elegantly suited gentlemen were greeted by their hosts and within minutes had been provided with large drinks. Others who seemed to belong to the place, calling the uniformed doorman "Master", just marched straight through to the bar. After 40 minutes a thought occurred: I looked at various club notices in search of a clue, but not one of them ("Members are reminded that...") had on it a letter-heading. In the end there was nothing for it but to go to the uniformed porter and ask: "This is Boodle's, is it not?" "No Sir," he said. "This is White's. Boodle's is just down the street on this side. You can't miss it — it has a large white bow-window".

The aggressive anonymity of London clubs has caught me out on several previous occasions. I have mistaken the Reform for the Travellers, or the other way round. The Savile I failed to find altogether. I suppose the same criticism could be made of Oxford colleges. The tip there is to look for college notices, generally under glass. Balliol is the only one to proclaim its identity on the street side, in a wooden notice, with white letters on a black background; possibly another form of arrogance but one at least helpful.

BARRY FANTONI



"I don't know why Ravi doesn't just fit Majora with a pair of propellers"

Perhaps something must have been missed out at the time of my birth. From the age of five to that of almost 71 I have always had the deepest loathing for cricket. From my prep school days I lived in dread of being hit by those cruelly hard balls made by some friend in Tonbridge and welcomed with a wonderful sense of relief wet afternoons that would release me from the terrors of the sports field. Even now the wretched game pursues me. Indoors into my home, almost every day. Even November, December, January, February and March, which one would think might be safe months, are not. It seems to go on, somewhere or other, all year round. What a start to the day! At the brief, clipped authoritarian two-syllable word of menace: Cricket. I rush across the room to turn the damned thing off.

Yet some people seem almost to live for the game. I know a very good historian, who actually writes books about cricket (he also reviews other people's). Not so long ago he flew to Australia to talk to people about bodiliness bowling. Yet in every other way he seems perfectly normal.

It is a disease that can attack the most unexpected people. In the tea room of the Institute of Historical Research I used to listen to small groups of young men and women, all of them dressed in sober suits, as, leaning forward, they fed questions to Sir Lewis Namier: "Sir Lewis, what did you think of so-and-so's bowling in yesterday's MCC match?" The historian, like a pike caught while swallowing smaller fish, always responded, in his strange English, at majestic and confident length. Perhaps he identified cricket with the Shropshire gentry about whom he had written so learnedly.

One of the positive pleasures of living abroad is to get right away from all sight and sound of the white-clad figures, the measured applause. Pretty well all of Europe is immune, though Africa has persistent patches of infection, especially at its southernmost tip (I am not sure if even Egypt at the top has a clean bill of health).

The Americas are perfectly safe though I would not be too sure about Argentina. The Marxist regimes are clear; there are no doubt Marxist cricketers, but I imagine only English ones. Certainly, to take a global view, there is some good news: the map is steadily contracting. They no longer play in Corfu, I believe Fiji is on the way out, I don't think the Afghans are keen any more, Tibet simply does not have enough flat land. Which does not leave an awful lot.

The Times, in its leader yesterday, is not alone in believing that the House of Lords would be constitutionally entitled to make such changes in the Community Charge Bill as would force its abandonment or a second look by the House of Commons.

But the view is a false one. It may well be that this is not a money Bill in the strict sense and that amendments, for instance to make the charge a "banded" one, would not fall foul of Commons privileges. But this is to take a narrow and technical view of a broad constitutional and political issue.

The funding of the House of Commons itself was the outcome of the financial exigencies of medieval kings. The nobility and church made their own arrangements for assisting their sovereign, and the House of Lords' separate existence reflects that fact. But for those among the lesser landowners or the merchants not rich enough to make individual arrangements, the House of Commons in which their representatives sat approved of general schemes of taxation which applied to them.

Such a position, ultimately unique in Europe, was not secured without attempts to get round it. This was particularly true of the Stuart kings inspired by the absolutist doctrines of the Continent. One reason for want-

Max Beloff warns the Lords against exceeding their constitutional role

## Poll tax: no trespassing

ing British history in the schools national curriculum is that the ship money dispute in the time of Charles I or the pension received by his son from Louis XIV should not be forgotten. The Glorious Revolution of 1688 put a stop to all that.

As between the two Houses of Parliament in the 18th and 19th centuries the dividing line between general legislation and money matters was hard to draw and there were disputes at the margin. But when Lloyd George sought new methods of raising money to finance rearmament and the early stages of the welfare state — methods to which the House of Lords objected — the sole authority of the House of Commons was finally and resoundingly asserted.

Nor would it be easy to see how a non-representative chamber, however well qualified in other respects, could claim a right of intervention in what touches the citizens most. The more the opponents of the community charge refer, rightly

or wrongly, to its likely major effects upon people's lives, the stronger the case for saying that this is a matter for the Commons. And it is certainly hard to imagine how the uniform business rate can be regarded as other than a national tax.

One must also take political realities into account. The opposition parties, after their three electoral defeats, cannot hope to secure their ends through the House of Commons. So we increasingly see attempts to use the House of Lords as their weapon against government measures. This is of course much disguised by the use of the convenient phrase "a revising chamber". That we need a revising chamber no one who has studied a Bill as it emerges from the House of Commons can deny. Whatever the merits of the lower house may be, legislative competence is not among them. But since the House of Commons expresses the political will of the nation, and since any changes made will have to be approved by it in the

end, there are clear limits to what can be done under this head.

Recently, however, there has been evidence of a concerted attempt by the opposition parties to go beyond these limits. And this was made particularly clear in the second reading debate on the Education Reform Bill earlier this week. One always knows what is afoot when an opposition spokesman asserts that there will be peers "on all sides of the House" who will be ready to support whatever it is that he is proposing. Translated, this means: "I hope there are Tory peers innocent enough to swallow an opposition point as though it were their own."

I do not find this surprising. The Bill does represent in many respects a major departure in educational thinking. How can it be revised or improved by people who reject that departure and who — for instance Baroness David, Baroness Seer or Baroness Blackstone — are wholly wedded to the so-called progressive educational theories of the

1960s? How can Lord Graham of Edmonton help to improve what he called in the House "this rotten, miserable, arrogant bill"? If one ran a store one would hardly put a vegetarian in charge of the meat department or an animal rights activist selling furs.

Fortunately there is an inflexible sign when this is happening. The claim of the House of Lords to be treated respectfully as a revising chamber arises from the individual experience and expert knowledge of its members. There is no subject, however obscure or technical, that some peer cannot illuminate for his colleagues. But the claim disappears when they put forward the idea that what they are doing is representing public opinion as reflected in their postbags.

Of course there are bodies of a perfectly respectable kind whose literature can add to one's knowledge. But much that comes in, whether directly from particular organizations or in the form of "private letters", clearly embodying such material does not

more than illustrate the prejudices to which all opposition to change can appeal.

I suspect that there may be provisions in the ILEA clauses of the Bill which require amendment but one is certainly not inclined to look at them when confronted with the so-called opinion of London parents, collected in a highly questionable ballot, rejecting abolition altogether.

It is for members of the House of Commons who have to face the voter to decide what importance should be attached to public opinion. The House of Lords must rest its case for intervention on other arguments.

It is worth remembering that most of those who seek to exploit the House of Lords for party purposes were only recently committed to its abolition, and still talk of curtailing its surviving power if ever in a position to do so. It is important that the rest of the House should not get carried away by the new authority and popularity which, helped by television, it has recently acquired. It must not get too big for its boots and defy centuries of constitutional development.

Lord Beloff, a Conservative life peer since 1981, was formerly Gladstone Professor of Government and Public Administration at Oxford University.

Bernard Levin

## Hidden hand of conspiracy

Some time late last year or early this, Mr James Dalrymple, a writer for *The Independent* (I do not know of him in any other connection), met Chief Inspector Brian Woollard of the Metropolitan Police, and instantly suffered a conversion, more abrupt and complete than that experienced by St Paul on the road to Damascus, to the belief that this country is in the grip of a hideous conspiracy, its tentacles reaching into every corner of our national life, though perhaps most powerful and sinister in its financial control of the nation's police forces. And ever since the light dawned, Mr Dalrymple has been writing about it three times a day after meals.

This unimaginably terrible *camorra* has been the agent, for at least a century, of a vast range of crimes and wickednesses, from ritual murder (Jack the Ripper being one of the leading practitioners of this odd but exciting art) to the corruption of local government through their countless followers, hiding behind a variety of impenetrable "fronts" as "architects, builders and the owners of small-to-medium businesses".

Nor is it only the police, local government, architects etc who are in the deadly ring; it includes some of the highest in the land, one of them being that shifty and sinister figure Lord Whitelaw, who must be the toast of the mob because he once took steps, in the nick of time, to prevent their dreadful secret being given to the world.

Incidentally, although Mr Dalrymple doesn't mention it, the tentacles reach even higher than the evil Willie, for Prince Philip is one of the leading conspirators, and the Duke of Kent is another. (So far, no allegations of ritual murder have been made against either of these illustrious figures.) Before I continue, I must add that for most of his allegations no evidence at all is adduced; they are presented as unsubstantiated smears.

Some of my readers will by now have guessed what I am talking about. I shall shortly reveal it to those who haven't, but first I would like both categories to join me in an experiment. I must stress that, although I have taken pains to paint Mr Dalrymple's allegations in a light both lurid and comical, I have not invented anything; he does proffer the charges I list, including the one about Jack the Ripper.

To the experiment. Please go back and read everything from my first sentence to this paragraph, and, as you do so, hold in your mind the fact that all the allegations about the conspiracy, its power and its deeds refer to the Jews. I'll wait here.

Now, are you not shocked, and more than shocked? Have you not heard, in your reading of history, how these mad daubs — from Jewish ritual murder to the subversion of local government by Jewish corruption — have come up again and again, and have resulted in terrible injustice, and in its extreme form, mass murder? Would you have believed that such allegations could be made again today in Britain by anyone outside the ranks of those pathetic figures I was writing about not long ago, who believe that *astensiks* are the Jewish Star of David, printed in books and newspapers to demonstrate that all published matter is in the hands of the Jews?

Very well: Mr Dalrymple was writing not about the Jews, but about the Freemasons. Does that make you feel better? I think it shouldn't, and I shall now say why. First, throughout the centuries since Freemasonry came into existence, the Masons have been welded inseparably to the Jews as their co-agents in evil: I know of no anti-semitic movement that has not embraced anti-Masonry as well.

Second, such campaigns are identical to anti-semitic ones in another and more important



sense; they cannot be refuted, because if any Jew/Mason can prove beyond doubt that he has never done anything wrong, the accuser can always — and does always — retreat to the logically impenetrable position of saying, "Well, you're innocent, but the other Jews/Masons aren't."

Third, when such campaigns rely, as they must, on title-tattle, the very repetition of hoary charges gives them a credence, so that the title-tattle gradually becomes apparently substantial. (And that is to leave out those who anyway invariably greet title-tattle with that most an-

cient and foul response, "There's no smoke without fire".)

Fourth, and most important of all, they rely on the evil principle (the adjective is not too strong) of *Ex uno, disce omnes*. Some Freemasons, contrary to the rules of the craft, undoubtedly use Masonic connections to their advantage. Similarly, it is certain that there are Jews who perpetrate fraud and corrupt practices. If it comes to that, there are Roman Catholics who regularly beat their wives. It is on such foundations that blanket condemnation and belittling of whole groups rest, and the condemnation and belittling of whole groups has been, throughout the ages, one of the very greatest stains on human history.

It would be tedious and unprofitable to go through all Mr Dalrymple's title-tattles, as it would be to try to convince Inspector Woollard that he has not been done down by a conspiracy of Masonic fellow-policemen (which is where Mr Dalrymple comes in). But a sample may be useful.

In a kind of oo-er, eyes-rolling, the-bogeyman-is-coming article early in his campaign, Mr Dalrymple managed to suggest that Masons, following the diabolical Protocols of the Elders of Masonry, are wont to conspire to hide the wrongdoing of a fellow Mason, "even if he has committed crimes that include theft and murder". This is the article which also includes the Masonic Jack the Ripper — "The injuries to the women were very similar to the macabre descriptions of what would happen to Masons who exposed craft secrets... the blatant cover-up was orchestrated by the Commissioner and his Masonic cronies...". Title-tattle? This seems to indicate that Mr Dalrymple would do well to have a nice long holiday in the Bahamas.

Why does all this matter? It matters in the way it would matter if the target of these scatter-shot charges were indeed

Jews rather than Masons (many Jews, incidentally, are Masons). And if you want to know where this kind of thing leads immediately (we all know where it leads ultimately), try this sample of a letter. *The Independent* printed early in the campaign:

... pinpoints the Freemasonry movement as the probably common factor behind many miscarriages of justice... Masonic influence can be felt among magistrates and court officials... responsible for not only eliminating our most honest policemen, but also for removing defence solicitors in the middle of trials by unjustified threats and trumped-up charges... My career... has been destroyed... by some conspiracy. If this is not Masonic in origin one wonders what other malign influence is at work...?

But it matters in another sense altogether, a much narrower sense, but a crucial one. After Mr Dalrymple's campaign had been going for some time, Mr Paul Foot of the *Daily Mirror*, putting aside for a moment his assiduous efforts to see this country transformed into a replica of Bulgaria, published a story about a couple in Nottingham: the husband had been convicted of an offence, and his wife learned that she was not to be prosecuted for an action (which she had consistently denied) that at one time seemed likely to result in a charge. Mr Foot, in his second sentence, described the husband as "one of the city's top free-masons". None of Mr Foot's allegations concerned Masonry or the offender's membership; no link with other Masons was suggested; the defendant's membership was in no way relevant.

We expect a Trotskyist fanatic to behave like this, and Mr Dalrymple is plainly beyond cure. But the editor of *The Independent*, which has established a very different kind of reputation, must be told that Mr Dalrymple's campaign has not enhanced it.

Commentary • RONALD BUTT

## Loyalty's limits

Rulers and governments with an exceptional record of success always find it difficult to contemplate the possibility of failure whatever cause they take up. They think that their past victories bind their followers to them with bonds of unquestioning loyalty on every issue.

When they meet obstruction from those whose support and trust they think they should be able to take for granted, they look for conspiratorial motives and see not a genuinely different point of view but only thwarted ambition, treachery and personal discontent. That is how the revolt against the poll tax is seen within the Government and it is dangerous for Mrs Thatcher that it should be so.

Mrs Thatcher divides the political world into those who do and those who do not share her values. Those who are for her she thinks must be for her root and branch; those who oppose her on any question are suspected of being generally unsound. Most of us, if we are honest with ourselves, must admit to having something of the same instinct. But in politics it must be held in check and many a great ruler has come to a fall by not recognizing that there can be no unquestioning obedience.

There can be no blank cheques in democratic politics. Governments should not be encouraged to arbitrariness either by toadyism or by a party fervour which overrides an honest personal judgement of what is for the common good. Those ministers who put it about at the weekend that the rebellion over the poll tax is to be explained by the machinations of Michael Heseltine were foolish. No doubt Mr Heseltine talks to his friend

Michael Mates, whose amendment precipitated the rebellion, about the poll tax. Mr Heseltine's zeal against the tax may well be heightened by his dislike of Mrs Thatcher's way of conducting Cabinet government and the Westland episode.

But the fact that strong causes in politics quickly attract able leaders who are out of sympathy with the reigning power does not diminish the cause. A rebellion of the magnitude of that on Monday night — with such disinterested senior backbench Tories as Sir Philip Goodhart voting against the Government and Sir Brandon Rees-Williams abstaining — does not arise from wanton rebelliousness. There were also warnings from such experienced loyalists as Julian Amery who, though voting for the Government, made it clear that all was not well.

The same was true of the resistance to health service charges for dental and eye tests and to the social security changes. Tories know that the social service benefit system needs rationalization but generally recognize that this cannot be done by snatching at "easy" solutions without due regard for the consequences. They accept that the system should discourage the dependency culture but do not think it helps to penalize pensioners who have exercised a little thrift and whom it is too late to subject to "independency" incentives. The Government needs a coherent philosophy to guide its approach to poverty.

As for the poll tax, that was also an expedient hastily snatched at to find a way of redeeming Mrs Thatcher's personal commitment to abolish the

rates. Rates had been pronounced bad and a local income tax was declared unacceptable in terms of Treasury control of the economy. A solution was needed and eventually an internal committee of the Environment Department chaired by William Waldegrave (for whose All Souls' mind Mrs Thatcher has a profound admiration) came up with the poll tax scheme. It was an intellectual construction, the philosophy of which was promulgated without full reference to essential details. Adherence to it has since somehow become regarded as a litmus test of adherence to market economy principles when it is no more than an expediency which has been proved to be ineffectual.

If on Monday night the abstainers and all those (including a number of PPPs) who were seriously worried had felt free to vote according to their wishes, the poll tax would have been lost. That is the fact of politics that not only the Lords but the Government must now take into account. A tax of this sort cannot sensibly be forced through against so much opposition in the governing party.

The answer suggested in this column months ago is to confine the poll tax for genuinely "local" expenditure for which local authorities must be responsible but to reduce its burden by transferring from local authorities to the Exchequer the cost of education, the fire service and police, which are no more local charges than defence is. If income tax goes up and rates go down, it is as broad as it is long. There may be some other solution but it will not be in the Government's interest to stick to the poll tax Bill as it stands.

SCIENCE REPORT

## A boost for hope

Professor Daniel Zagury, the first person known to have given himself a shot of a possible vaccine against Aids, reports some success in finding a booster treatment producing long-lasting immunization against HIV (human immunodeficiency virus), which causes the disease.

Zagury, at the Pierre and Marie Curie University in Paris, describes experiments on himself and other volunteers in today's issue of *Nature*. Zagury is not infected with HIV. His object was to find out whether the vaccination was safe, and could stimulate the body's defences.

Zagury used four preparations to try to enhance the effectiveness of his Aids vaccine. After inoculating up to half a dozen volunteers with the vaccine, he gave them the booster treatment a month or more afterwards. The best booster, Zagury says, is the one he gave himself; it seems to prompt the body's immune system to produce large amounts of antibody, effective against the HIV strain the original vaccine was made from and against related strains.

Zagury's booster was made by infecting his white blood cells with the virus used for making the vaccine, killing them and infusing the products back into the bloodstream over several hours. The treatment produces extra antibodies and white blood cells which deal with some aspects of later HIV infection. Although the booster seems safe



Richard Leadbetter

and effective, its large-scale use would not yet be practicable, but Zagury says he plans to simplify the treatment.

The key, he says, is to present the body's immune system with the parts of the virus that it encounters in the course of a natural infection; these must be on the surfaces of the cells, as they are after infection.

Zagury plans a trial of vaccination followed by booster treatment in Zaire. Six of the authors of today's *Nature* report are from Zaire, and support the trials. The authors include several Paris colleagues of Zagury, and Robert Gallo, co-discoverer of HIV.

Zagury's vaccine and boosters are all based on a hybrid virus made by genetically manipulating a gene from HIV into the virus used for small-pox vaccination. An applica-

tion by a subsidiary of the pharmaceutical company Bristol-Myers to test a similar hybrid virus on American volunteers is awaiting approval.

At least two other possible Aids vaccines are being tested in the US. One is a purified HIV protein, known as gp160, made by the US biotechnology company MicroGeneSys, which is being tested on uninfected male homosexual volunteers.

The other trial involves giving killed HIV to a small number of people in the hope of boosting their immune responses. This is masterminded by Jonas Salk, who in the late 1950s developed killed-poliovirus as a vaccine against polio.

The months ahead will see trials of many other HIV vaccines. Much research is meant to tell which fragments of the proteins made by HIV are most effective in triggering the immune defences and then to enhance the immune response to them. There are also schemes to arrange protein fragments in ways that mimic the external surface of HIV.

Even so, while optimism persists that an Aids vaccine will eventually emerge, researchers are increasingly shy of guessing when. That explains the attention now being paid to the search for drugs, even if they only suppress HIV and treat the immunodeficiency it causes rather than eradicating infection.

PETER NEWMARK

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## WORLD HELD HOSTAGE

The world should rejoice that the 31 remaining hostages are free at last. But the world should be profoundly worried that so too are their captors.

What "deal" was made was unclear last night. Given the states involved, it is likely that it was murky. Any arrangement which involves murderers going unpunished is bound to be. That is one of the things which should be borne in mind amid civilized humanity's understandable relief at the survival of the 31.

Two of their original number are dead. Those who killed them have been spirited away by Algerian military aircraft — back into the murderous politics of the Middle East, almost certainly to kill again.

This airlift of the guilty was carried out by a nation state — Algeria — with its seat in the United Nations, embassies in the great capitals, state visits hither and thither, and general air of being part of a stable international order. It is one thing for murderers to get away with it as a result of their own guile. That has always happened. It is quite another thing for their escape to be connived at by government.

Government is the authority whose first duty is to uphold the law, not to undermine it, or to arrange for the guilty to escape its consequences. All governments do so from time to time, including Western ones. But no government should make a vocation of it, which is what Algeria has been doing.

Algeria has done itself a bit of good by playing the mediator. But, judging by the way that country is now being talked about, one could be forgiven for assuming it to be the Middle East version of Switzerland — a country of exemplary liberal institutions whose historic role is to bring humanitarianism to bear on international conflict.

Algeria is not in that category. Instead, it has won for itself a reputation among Middle Eastern hijackers as the place where they are most likely to escape with their lives should their demands be refused and they decide to call it a day for the time being. It is an inglorious role for any country.

Kuwait was the country which refused the most. So, on the face of it, Kuwait comes out of

the affair well. But through Algeria it was almost certainly a party to the final arrangement with the hijackers. Let us hope that it did not make too many concessions.

It has behaved honourably. But, in so far as it is possible, the diplomatic community should keep a close eye on its prison gates in the next few weeks to see if there are any premature releases of the 17 prisoners who were the subject of the hijackers' demands.

Cyprus seems to have wanted to reach some accommodation with the hijackers similar to the one arrived at in Algeria yesterday. As it is, Cyprus did agree to refuel the aircraft. So it too was prepared to yield. But, in Cyprus's case, the willingness to refuel was perhaps excusable as part of the process of wearing down the hijackers and avoiding the further murders which at that time seemed likely.

Back in Beirut last night, the hijackers could ponder a mixed outcome. They did not secure the release of the Kuwaiti prisoners, but then, they might never have seriously believed they would. They won publicity for the cause of Shi'ite extremism. They got away with two murders. They held the world hostage as well as those poor passengers. They are alive to terrorise again.

The rest of the world's air travellers remain more at risk than ever. Innocent people caught up in a hijack are unlikely to be killed in the end — though sooner or later some desperate gang will make good their threat to blow up themselves and their captives.

Hijacking is too serious a matter to be left to Middle-Eastern states which lack the will or the means to protect international law and order, even if they really wanted to do so. Hijacking is the new piracy, and piracy was put down by the most powerful Western states taking it upon themselves to act on behalf of civilization as a whole.

That has been an unfashionable idea since the invention of the Third World and the erosion of Western self-confidence. But it is an idea which is slowly reviving and must revive still more unless more murderers are allowed to be flown to safety by the Algerian airforce so that they can plot their next outrage.

## NEW FAITH IN THE CITIES

The leadership of the Church of England would be more embarrassed than comforted to be told that its new initiative for the inner cities fits in well with the policy of the Government. There is a current delusion in the Church that on to its shoulders has fallen the mantle of the Official Opposition.

None the less, the gap between the Church's present policy and that of three years ago is as great as it is greatly to be welcomed. The underlying philosophy of the Church Urban Fund, which was launched with a splendid service at Westminster Abbey yesterday, is that the rejuvenation of the inner cities will happen best when local communities, voluntary resources, and commerce work closely together. This is very different from the position when the Church published its famous report *Faith in the Cities* in 1985.

The emphasis then was on a massive transfer of public resources, in effect a further wave of almost indiscriminate block grants and subsidies at the tax-payers' expense. The Government's irritated response at the time was in three parts: that such minutiae of economic and political practicalities were none of the Church's business; that it had been tried before and did not work; and that it did not correspond to the Government's philosophy of enterprise and self-help.

As a result some in the Church chose to hear a different message from the Government — that the inner cities were no part of Whitehall and Westminster's concern. This was never the case but the split between the two sides remained open. The presence of Cabinet ministers at yesterday's abbey service represents a reconciliation of sorts. So does the Archbishop of Canterbury's admission in his

sermon that *Faith in the City* "may not have got everything right."

Nor, however, did the report get everything wrong. For as well as telling the Government how to run the country, it more specifically and appropriately suggested things the Church could do itself. That was the inspiration of the Church Urban Fund. The "transfer of resources" it envisages is modest. But it is a response which fits the need, and fits well enough the Government's own inner city initiatives.

The fund hopes to handle some £4 million a year. This is a welcome symbol of the Church of England's concern that its more prosperous members should accept some responsibility for those less fortunate. The controllers of the fund aim to encourage what is there rather than to create initiatives afresh from outside. There will be careful scrutiny of specific projects before they are endorsed and supported, which should help assure their quality.

The assistance of the fund will go alongside funds raised locally. Solidarity and involvement is preferred to paternalistic benevolence. This general approach is a model the Government can welcome for other parallel initiatives.

The Church of England has its own presence in the inner city, even if its liturgical ministrations are somewhat sparsely supported. With declining manpower and membership it was faced with a clear temptation to concentrate where its strength lay in the suburbs and county towns. But instead of withdrawing most of its stake in the inner urban areas, it has rightly chosen to seek a way to use its urban network for the common good.

## THE LAST TEST

Cricket has emerged badly bruised from the winter. The game has earned headlines only for the worst of reasons — for unseemly conflict between captains and umpires, for players destroying their stumps and their moral code, and for loutish behaviour by luminaries who ought to know better. The repair job will be extensive and it must start today.

The new season, and with it the romance of fresh-cut grass and springtime dreams, is a new chance, maybe a last chance. Cricket cannot withstand further self-inflicted wounds from those who place their personal ego above their profession. In England, the game exists through commercial sponsors but every one of them is set to monitor the events to come, fearful that their own market-place reputations could suffer from an alliance with men who have forgotten how to behave.

Worse still than the financial threat is the risk of contamination to the next generation of cricketers. Those who devote time and energy to the organization of the game in schools and clubs can hardly avoid anxiety. They must fear that the boys they coach will consider it either clever or commonplace to indulge in some of

the more unsavoury antics they observed on their television screens this winter. It is now the urgent responsibility of every professional player in this country to restore the traditional values of their game and to channel their aggression into areas where it benefits the spectacle of cricket, rather than damaging its future.

The players predictably feel they have been badly served by media reporting of the winter incidents. Their claim, if not a plea of total innocence, is that they are being painted far blacker than is fair. What they must now accept, however, is that those who ultimately pay their wages — the sponsors and the public — are not in the mood to tolerate anything further which drags cricket into the gutter.

The West Indies will be in England this summer. Entertainment of the highest quality is in prospect, with our national team striving to improve its woeful recent record against the most formidable side in the world. Let us hope that the headlines are made by the heroics of batsmen and bowlers, not by bickering and bad conduct.

### Hair hazard

From Mr John Ley-Morgan  
Sir, I must add a note of caution to Miss Prens's letter (April 18) re her habit of putting out bunches of human and cat hair for nesting birds.

Nest construction often involves new material being stamped into place and there is a danger that such hair can end up caught around the bird's leg.

A few years ago I gave my nesting canaries identical material, only to find one in a totally exhausted state, hanging from one of the perches to which it had become shackled.

In the confines of the aviary I

was able to effect a rescue, but I fear that a wild bird would have experienced a rather slow and tragic death.  
Yours faithfully,  
JOHN LEY-MORGAN,  
The Corn Dolly,  
High Street, Worle,  
Weston-super-Mare, Avon.  
April 19.

### Test of means

From Mr John Parfitt  
Sir, Professor Forrester (report, early editions, April 12) joins the vociferous ranks of those who object to means-testing as a way of deciding who shall receive social benefits.

I have just received my annual income tax return. I am required by law to disclose my own and my wife's financial circumstances in great detail in order that the Inland Revenue may decide how much tax we are to pay. That is means-testing and I see no objection (or indeed sensible alternative) to it.

Why then should those who are to receive rather than to pay be humiliated by the same procedure?  
I am, Sir, your obedient servant,  
JOHN PARFITT,  
South Gables, Cotswold Mead,  
Painwick, Gloucestershire.  
April 12.

## Safe custody of museum treasures

From the Director of the British Museum

Sir, Your letter of April 16 stated that the National Audit Office has accused the British Museum of "neglecting the millions of works that lie unexhibited in their collections." The Audit Office has made no such accusation. Its report, which deals with value for money, made little direct criticism of the museum. It discussed the museum's acquisition and disposal problems with some sympathy, investigated security with some approval, and pointed to problems of conservation and stocktaking.

This last matter is perhaps the most difficult of solution, but steps are being taken to deal with it. The British Museum has, however, perhaps the largest and most sophisticated conservation unit in the world. It will spend some £1 million this year in hands-on conservation. Since 1985 the museum has used, or is using, more than £10 million of non-Government money to increase its facilities (including rehousing half its conservation staff in modern laboratories).

Our current programme will, in the long term, contain the conservation problems — with the exception of one important area where additional resources of money and training are needed to bring the collections up to modern standards. This is the western prints, where constant handling by journalists and others is damaging a small percentage of our vast collection (one of the largest and most easily accessible research instruments of its sort in the world — some 7,000 visits are made to the Print Room every year by individual researchers). There are methods of tackling this problem and all that is needed are reasonable extra resources.

All our high-value works of art are being well conserved and are constantly monitored; the "millions of works which lie unexhibited in our collections" are in fact largely the tools of international scholarship, assembled over more than 200 years — flint implements, potsherds, cuneiform tablets, papyri, etc. — which are

checked both by the museum and by international specialists. The great majority of these objects has little monetary value.

Yours etc,  
DAVID M. WILSON,  
Director,  
The British Museum, WCI.  
April 18.

From Sir Hugh Leggan  
Sir, May I make several points in connection with your letter on the sale of items from museums and galleries and books from the Rylands Library? Apart from those financially involved there seemed no serious support for the sale by the University of Manchester of the precious books from the Rylands Library, merely outrage.

As far as museums and galleries are concerned, some already have limited powers of disposal for reasons such as duplication, infestation, etc. The Victoria and Albert and British museums being the most important examples. However, what is worrying is that the Government is planning to enable the trustees of the National Gallery, National Portrait Gallery, and Tate Gallery to sell unique paintings from their collections. At the present time the trustees of these institutions are opposed to this proposal for a number of reasons, which have been widely publicised.

But the real problem arises in the future. What if the Government brings pressure to bear on the trustees to sell? After all, a former Administration, under Mr Edward Heath, did exactly that when it "persuaded" the trustees to impose admission charges, much against their will. And history has an unhappy knack of repeating itself.

Finally, I fear that it would not be so-called minor works which would be the first to be sold, but the most valuable to, as you say, millionaires in America — and, increasingly, in Asia — who would cheerfully pay fortunes for many of these works.  
Yours faithfully,  
HUGH LEGGATT,  
Leggatt Brothers,  
17 Duke Street,  
St James's, SW1.  
April 17.

## Keeping own counsel

From Mr Roger Davey

Sir, It is to be regretted that Mr Roger Gray, QC (April 18) feels that a useful purpose is served by giving us his views on the question of direct access to the Bar, ahead of the report of the Marre committee. Clearly he would like to preserve the restrictive practice whereby, save for exceptions, a lay client is prevented from enjoying direct access to his barrister.

With the greatest respect, I am bound to say that the arguments produced by Mr Gray perhaps owe more to protecting the Bar's interests than public interest. Experienced counsel will remain objective, however near, or dire,

some, the client may be.

To argue against direct access is to interfere with the freedom of choice of the barrister as well as of the client. Let us each make our own choices without being told by others what choices to make, or that there are no choices.  
I remain, yours faithfully,  
ROGER DAVEY,  
Malton House,  
24 Hampshire Terrace,  
Portsmouth, Hampshire.

## Media differences

From Mr G. G. Thomason

Sir, In all the talk about media bias and inaccuracies, no one seems to mention a fundamental difference between broadcasting and the press.

Reports in newspapers are printed only once in an issue, and even then need not be read. Reports on radio and TV are repeated in bulletin after bulletin — often several times in each bulletin — and cannot be avoided without switching off the whole programme.

Such brainwashing is normally harmless, but sometimes the selected items include a summary of a newspaper "exclusive" which is disseminated country-wide, giving it an authority it may not deserve.  
Yours faithfully,  
G. G. THOMASON,  
Silverdale, 8 Ouseley Road,  
Old Windsor, Berkshire.

## Bottoms up

From Captain D. Pentreath, RN (ret)

Sir, I am grateful to Professor Harris (April 14) for reminding our readers how to avoid placing an object the wrong way up. Two years ago, when I was Commander of the Clyde Submarine Base, we had a similar problem over a missile warhead which was eventually solved by stencilling the following instructions on the container:

It is necessary for technical reasons that this warhead be stored with the top at the bottom and the bottom at the top. In order that there may be no doubt as to which is the top and which is the bottom for storage purposes, it should be noted that the bottom of each warhead has been clearly labelled with the word "Top".

I would not recommend this solution to VSEL (Vickers Shipbuilding and Engineering, Ltd, letter, April 14).  
Yours faithfully,  
D. PENTREATH,  
The Old House, Holt Green,  
Wimborne, Dorset.

## Feline finds

From Mrs E. M. Leeming

Sir, I wonder if Mr Jack Adrian, of Clematis Cottage, near Malvern (April 14), would like to have my two-year-old cat, Pippin, to live with him in the countryside.

Apart from the usual mice and small birds, I have a horridly selection of corpses brought in through the cat flap — squirrels, worms, wood pigeons, bats, and frogs (which emit a terrible squeaking noise). These are not killed for some unknown reason, and have to be picked up and taken along the road and surreptitiously dropped over a hedge or they will be promptly caught again.

I do not, unfortunately, live in the Worcestershire countryside but in a flat in a suburban road. I think Pippin is more of a car-

## Custody power over 14-year-olds

From Mr John Patten, Minister of State, Home Office

Sir, Robert Kilroy-Silk, in his argument for abolishing the existing power of the courts to give short custodial sentences for 14-year-old boys ("Pointless penalties", April 15), misses some important points.

First, he fails to mention recent successes in juvenile justice. It is now generally accepted that, wherever possible, juvenile offenders should be dealt with in the community. This represents a huge shift in attitude. Its impact has been dramatic.

As recently as 1981 we were locking up nearly 8,000 juveniles under 17. By 1986, within five years, the figure had dropped to only about 4,500. The Government introduced a new sentencing framework for young offenders aimed at keeping them out of custody wherever possible, and has backed this with large sums of money to provide facilities for dealing with young offenders in the community.

Mr Kilroy-Silk's article also fails to illustrate fully the nature and extent of juvenile offending. In 1986, 22,500 14-year-old boys were sentenced or cautioned for indictable offences. Over 1,700 of them were dealt with for offences of violence, sexual offences and robbery; more than 4,700 were dealt with for burglary.

## Finding the way

From Mr A. D. H. Leishman

Sir, Your report (April 12) of lost drivers wasting £200 million in Britain's cities prompts me to make one suggestion to the Department of Transport. It is time all highway authorities were told to ignore municipal boundaries when signposting.

This is already the case in London where, if local authority areas were taken into account, we would have signs in The Strand in the City of Westminster indicating "London" further down the street past Temple Bar, where the actual City of London begins. Absurd though that may sound, there is a not dissimilar instance in Nottingham.

Only a mile or so from Old Market Square we have signs at Trent Bridge saying "Nottingham", because the south side of the river at that point happens to be in a borough, not the city. But motorists from the east and south would also be going "to Nottingham" if they carried on west along the river rather than crossing by Trent Bridge, because the city extends south of the river further west.

What motorists want to know is not when they are crossing boundaries — that is not the job of traffic direction signs — but where they are in the built-up area of Nottingham and where within that area the centre and other parts are.

In crossing at Trent Bridge the motorist is heading towards "central Nottingham", and that is what the signs should say, as newer signs now do in London, presumably from a predetermined distance from Charing Cross, which has nothing to do with borough boundaries.

I am, Sir, yours faithfully,  
A. D. H. LEISHMAN,  
As from: 75 King Street,  
Southwell, Nottinghamshire.

## Electricity rebates

From the Director of the Electricity Consumers' Council

Sir, John Hannan, MP (April 9) is right. The Electricity Consumers' Council has welcomed the Government's intention to legislate for customer rights when the electricity industry is privatised. However, the East Midlands Electricity Board's £5 voucher scheme, though laudable, is no more than a first step.

The Electricity Consumers' Council is looking for a regulatory regime which will protect customers from any abuse of the monopoly position of distribution companies. That means far more than small cash penalties, for instance, for failing to deliver a cooker on time.

Electricity is the basic energy source without which nothing works. The regulatory regime must reflect that fact and be able to penalise shareholders for poor practice or declining standards as well as compensate customers directly.

Furthermore, this council will oppose any proposals which do not provide adequate penalties and safeguards.  
Yours sincerely,  
JENNY KIRKPATRICK,  
Director,  
Electricity Consumers' Council,  
2/16 Torrington Place, WCI.

nivore than the foxes I feed love bread and jam and chocolate!  
Yours faithfully,  
EUGENIE M. LEEMING,  
4 Maybury Court,  
Shaftesbury Road,  
Woking, Surrey.  
April 14.

From Mrs Diana Sturch  
Sir, My three cats (hunting abilities ranging from incompetent to pathetic) frequently and proudly bring home "kills" of bacon rind and crusts. I wonder how many of the birds and small mammals brought home by the nation's cats have died from other causes and have been passed off as "kills" by crafty and dishonest felines.  
Yours sincerely,  
DIANA STURCH,  
68 Pinner Road,  
Northwood, Middlesex.  
April 15.

## ON THIS DAY

APRIL 21 1960

Mr Leo d'Erlanger (1868-1978) was a distinguished banker. Like his grandfather he strongly promoted the idea of a Channel tunnel. He was an influential member of the Channel Tunnel Study Group, whose report is given below.

### CHANNEL RAILWAY TUNNEL A "PRACTICAL POSSIBILITY"

STUDY GROUP'S ESTIMATE OF £107m COST

A railway tunnel, bored or immersed, is "the best means of linking Great Britain and France" and is a practical possibility. It would cost about £107m, of which about £29m would be needed to cover the cost of installations, terminals, and rolling stock and would be provided by the British and French railways. These are the main conclusions of the Channel Tunnel Study Group, whose report was published yesterday.

The group, which was set up in July, 1967, has two chairmen, Sir Ivone Kirkpatrick and Mr René Massigli, and comprises the Channel Tunnel Company Ltd, the Société Concessionnaire du Chemin de Fer Sous-Marin Entre La France et L'Angleterre, the Compagnie Financière de Suez, and Technical Studies Incorporated, of New York.

The report, after examining proposals for a road tunnel, a railway tunnel, an immersed tube, and a bridge, decided that at the first stage at least the tunnel or tube should carry a railway rather than a road, mainly because of the capacity and earning potential of the proposed construction. They argue that if a road tunnel was put into service in 1965, its capacity would have to be doubled soon after 1980 while at this time a rail tunnel would have capacity enough to absorb 70 per cent more than the peak traffic estimated — a calculation based on 110 trains a day in each direction, with a theoretical capacity of 216 trains.

### TRAFFIC DIVERSION

The earning power of a rail tunnel is estimated at £13m. gross in 1965 and £21m. in 1980; the gross receipts of a road tunnel would not be more than £3m. in 1965 and £15m. in 1980. The figures assume a substantial diversion of traffic from the sea-borne service to the coach service between British and French terminals.

On the financial implications, the group point out that if the undertaking was to be financed exclusively by private capital, then various assurances would have to be forthcoming, "without which private capital could not be expected to run the risks involved." The actual cost of a railway tunnel is estimated at £80m., to which must be added interest during construction of about £14m. as well as some £6m. for working capital, expenses of issue in respect of share and loan capital, and other charges.

Assuming that the cost of railway terminals, equipment and rolling stock at some £30m. is financed by the railways, the report states that the study group have considered the problem of private financing on the basis of an investment of about £100m. Any such plan for financing the cost of the tunnel must envisage the creation, by a Franco-British treaty, of an international company to finance, construct and own the tunnel, assume the grant by the two governments of the necessary minimum rights, exemptions and assurances, and be based on a working agreement with the British and French railways.

Mr Leo d'Erlanger, chairman of the English Channel Tunnel Company and a member of the study group, told a press conference yesterday that he felt that the earliest the tunnel could be ready for use would be in about six and a half years from now.











## THE ARTS

## Sharp clarity

## TELEVISION

When asked what was the most important fact in modern history, Bismarck replied: "the fact that North America speaks English." The excellent opening programme in *An Ocean Apart*, BBC1's new series about the relationship between Britain and America, reminded us, however, that during the First World War the two countries were at times divided not just, as the saying goes, by their common language, but also by serious political differences. Woodrow Wilson was even moved to declare: "If the allies want war with us, we will not shrink from it."

Though a co-production with two American channels, the programme, which was presented by David Dimbleby with sharpness and clarity, owed more to the better traditions of British broadcasting than the somewhat glib approaches to history of much current American commercial television. There was no coffee-table-book wrapping of cosy waffle about the specialness of the special relationship.

Dimbleby opened by going straight to the heart of the matter: the moment in 1916 when the British Cabinet realized that the

empire was economically dependent on, and therefore politically vulnerable to, the United States. Free from his role as television umpire to the muddled squabbles of politicians, he offered us something which is increasingly unfashionable in documentaries as well as politics — coherent argument.

Inevitably, there was distortion through omission, but an enormous amount of ground was covered, aided by a fascinating selection of clips of war and peace and some splendid old interviewees. Most splendid of all was Lloyd George's private secretary, that remarkably vivacious 98 year old, A.J. Sylvester — even though there was no mention of his prowess as a champion touch-typist and ballroom dancer.

The science review programme, *Antenna* (BBC2) gave us another incredibly alert old-timer — the great scientist, Linus Pauling. Pauling revealed that his Nobel Prize-winning idea came when in bed with a cold. Perhaps it would not have arrived if he had been then practising his later controversial, but cold-preventing, preaching about the medicinal benefits of Vitamin C.

Andrew Hislop

## Premature prize

## CONCERT

## LPO/Sanderling Festival Hall

Since that biennial BBC game-show, the *Young Musician of the Year*, is imminent, it was timely to be reminded of the pressures and pitfalls which lie in store for talented young players who win (or indeed fail to win) such supposedly helpful competitions.

This reminder came at the Festival Hall on Tuesday night when Jane Atkins collected her reward for being the London Philharmonic/Pioneer Young Soloist of the Year: a concerto performance with the LPO.

Atkins is undoubtedly a most promising second-year viola student at the Guildhall School of Music, and she played Walton's Viola Concerto exactly as one would expect a second-year student to play it. There were signs of a secure technique, particularly in the quick middle movement, and one could detect a workable blueprint for a future interpretation.

However, nerves must have affected her intonation in the first movement, and her sound was rather small to establish any authority over orchestral playing that was not noticeably sympathetic in its restraint. Moreover, she has yet to develop the art of varying her tone colour.

So the prize of this high-profile concerto opportunity seemed disproportionate, to either her needs or her ability, at this stage in her education. But I hope she remembered to enjoy herself.

Kurt Sanderling was on the podium, supervising with his customary gravitas a solid performance of Weber's *Der Freischütz* overture, but laboured a little uninspiringly over Sibelius's *Second Symphony*. Phrasing in long, smooth spans is fine for the first two movements, where exposition is everything, but the finale needs far more drive and a greater sense of exultant revelation than Sanderling generated.

Still, he always produces a warm orchestral sound, and there was much characterful wind playing.

Richard Morrison

## LONDON DEBUTS

It is not surprising that the American soprano Roberta Prada should have special sympathy for Hispanic song. She lived in Argentina for some time. Nevertheless her Purcell Room recital programme, in which she was accompanied by the ever sensitive Roger Vignoles, was remarkably wide ranging, beginning with a neat European mixture of Verdi, Strauss and Poulenc.

Later, Granados's *Canções Amatorias* revealed simultaneously the best of her assets and the worst of her deficiencies, a voice full of colour but also patches of less than perfect tonal control. There could be no argument about her performances of north American songs, however. In Ives's "The Circus Band," "Down East," and "The Side Show," she won her audience over with an artful combination of sentimentality and razzmatazz.

The flautist Ileana Ruhemann, with the pianist Julius Drake, gave a Wigmore Hall programme which seemed to favour virtuosity by beginning (rather than ending) with Georges Hue's *Fantaisie*, an utterly typical Paris Conservatoire competition piece, and these performers' own arrangements of a fantasy by Genin on themes from *Rigoletto*. Ruhemann is a marvellous player, blessed with facility and a pleasingly concentrated tone, and she followed these works with substantial music — Martinů's expansive First Sonata and Prokofiev's D major Sonata and a new work by Julian Jacobson, *Vers la Faise*.

The Pembroke Ensemble's Purcell Room programme was far more solid. This versatile group, consisting of piano (Timothy Carey), flute (Clare Southworth), oboe (Christopher O'Neal) and string trio (Lesley Hatfield, Rosemary Sanderson, and Nicholas Roberts), crowned their evening with an impressive reading of Brahms's G-minor piano Quartet, Op. 25, having before ventured Copland's eloquent *Threnodies I and II* (1971 and 1973), and Oliver Knussen's *Cantata for oboe and string trio* of 1977.

There was also Martinů's Quartet for oboe, violin, cello and piano, perhaps not music that makes the imagination soar, but full of integrity and inventive skill. Straightaway one has to say that the playing in the cello recital given by Felix Schmidt and Annette Cole at the Wigmore Hall was also of the highest quality. Schmidt's natural manner, in serious music at any rate, is intense rather than extrovert, an attitude shared by Cole, which lent welcome weight to Beethoven's *Variations on Mozart's "Die Männern, welche Liebe fühlen"*. And, more to the point, to a marvellously compelling account of Shostakovich's Cello Sonata. Schubert's *Arpeggione Sonata* was equally impressive, an exquisite balance of the lyrical and the virtuosic. But once again the programme contained a little too much that was musically lightweight and technically flashy.

Stephen Pettitt

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## Exploiting his exploits

## CINEMA

## Cobra Verde (PG)

Renoir, Gate Notting Hill

## A Flame in My Heart (18)

Cannon Piccadilly

## Flowers in the Attic (15)

Cannons Haymarket,  
Tottenham Court Road

The Pied Piper/  
The Extinct World  
of Gloves (15)

Everyman

Nearly 70 years ago Will Rogers inserted a title in one of his silent films: "If you think this picture's no good, I'll put on a beard and say it's German. Then you'll call it art". Something of the sort has happened to Werner Herzog's *Cobra Verde*.

Shot in Ghana and Colombia, with the actors speaking assorted languages, it made its first appearance, during the Berlin Festival, with dubbed English dialogue. For British release, however, it has been dubbed into German and given sub-titles.

It is a cunning move. The English dialogue was laughably awful. Foreign speech at least offers less distraction from the pictures, which are the best part of the film.

Loosely derived from *The Viceroy of Ouidah* by Bruce Chatwin (another of whose novels, *On the Black Hill*, also appears in a film adaptation in a couple of weeks) it tells the story of a 19th century adventurer called Manoel Da Silva. Only those familiar with the book are likely to understand that the telegraphic montage at the start of the film is intended to tell us about Da Silva's past, as a Brazilian peasant who turned bandit after his cattle were destroyed by drought.

Herzog takes up his adventures as he goes to work for a sugar planter in Bahia. When he imprigines his employer's mulatto daughters, the local landowner oligarchy despatch him to Dahomey, on what they intend as a suicide mission, to revive the slave trade. Tough and resourceful, Da Silva succeeds in the attempt, and in time overthrows the crazy king of Dahomey with the aid of an even crazier usurper, who appoints him viceroy.

His triumph is short-lived. The slave trade is abolished and he is betrayed both by his employers and the new king. He is last glimpsed being swept out to sea, having exhausted himself with efforts to launch an escape boat.

The story touches on the obsessive themes of Herzog's early exotic expeditions, in *Aguirre, Where the Green Ants Dream* and *Fitzcarraldo*: the nature of colonialism, and the impact of a rapacious, exploitative "civilization" on primitive cultures.

Here, though, the theme seems to be repeated mechanically, leaving us more than usually aware of Herzog himself as the colonialist, exploiting the grandiose scenery and dirt-cheap local labour. The spectacular scenes of hundreds of bare-breasted young Amazons, or of a procession of pitifully deformed and crippled people, are indulgence.

There is a striking scene of an endless line of men with flags relaying semaphore messages to the horizon; but a moment's reflection shows that the image makes no sense whatever, except as gratuitous spectacle.

The actual narrative is perfunctory and finally pointless. At its centre, Klaus

Mercedes (Mézières) is an actress with *louché* lips and a discontented look, in whose life work and sex compete for priority. She is trying to break with her possessive and persistent Arab boyfriend, and picks up a journalist on the Metro as replacement. The affair promises well, but the journalist's absences on foreign assignments heighten Mercedes's growing neurosis, threatening her work and her sex life alike.

Ordinarily we expect characters in films and books to be more interesting than people in real life. In this case they seem rather less interesting.

Mercedes (Mézières) is an actress with *louché* lips and a discontented look, in whose life work and sex compete for priority. She is trying to break with her possessive and persistent Arab boyfriend, and picks up a journalist on the Metro as replacement. The affair promises well, but the journalist's absences on foreign assignments heighten Mercedes's growing neurosis, threatening her work and her sex life alike.

Neither the dialogue nor the performances offer any very convincing insights into her problems. Sexuality is finally the *raison d'être* of the film, which includes four copulation scenes (one in the bathtub) and a prolonged sequence of masturbation. Mézières says in an interview that she wanted to show something different on the screen: "... between those love scenes



Sharing the white man's burden: Klaus Kinski and plantation slaves, from *Cobra Verde*

done with good taste and those done with the cold naturalism you find in porno movies... Love scenes done with joy — and by that I don't mean exhibitionism".

Pace the lady, there is a good deal of exhibitionism in her role, and even given Tanner's elegant shooting, violin accompaniments from Bach (*Fantasia No 2, Sonata No 1*) and Mézières's evident satisfaction, sex on the screen is, when all is done, just sex on the screen.

*Flowers in the Attic* is adapted from a horror best-seller by V.C. Andrews (Ms.) about an incorrigibly incestuous family dominated by very nasty matriarchs. The family looks at first sight as pure as toothpaste commercials, but it turns out that Father, who is Mother's Uncle, has a too close relationship with his daughter who, in any event, sleeps in her brother's bed.

Before you have time to work all that out, however, Father has mysteriously died and Mother (Victoria Tennant) has taken her brood to live with her estranged parents, in an eerie stately home. Bible-thumping granny (Louise Fletcher) locks the children in their bedroom, and the plot thickens as someone takes to sprinkling arsenic on the kiddies' cookies from a silver sugar sifter.

With two-dimensional characters and performances to match, this farrago of foolishness was written as well as directed by Jeffrey Bloom.

*The Everyman* opens a festival of animation with a programme of two films by the Czech puppet animator Jiri Barta. While contemporary Czech feature films are blandly evasive, a tougher strain has surfaced in the animation studios, with the surrealist visions of Jan Svankmajer and Barta.

*The Pied Piper* is a grim retelling of the old story, set in a medieval society of irredeemable moral corruption. The rats are real; the characters and settings are carved out of walnut, in a style that combines ecclesiastical gothic with German Expressionist cinema.

In Barta's *The Extinct World of Gloves*, a workman of some future time excavates a buried hoard of old films and gloves. The gloves come to life and act out a history of the 20th century through its movies. It is weird and imaginative, with a vivid impression of our urban chaos recreated out of old crates, television sets, tin cans and assorted garbage.

David Robinson

## Equally anthem and epitaph

## THEATRE

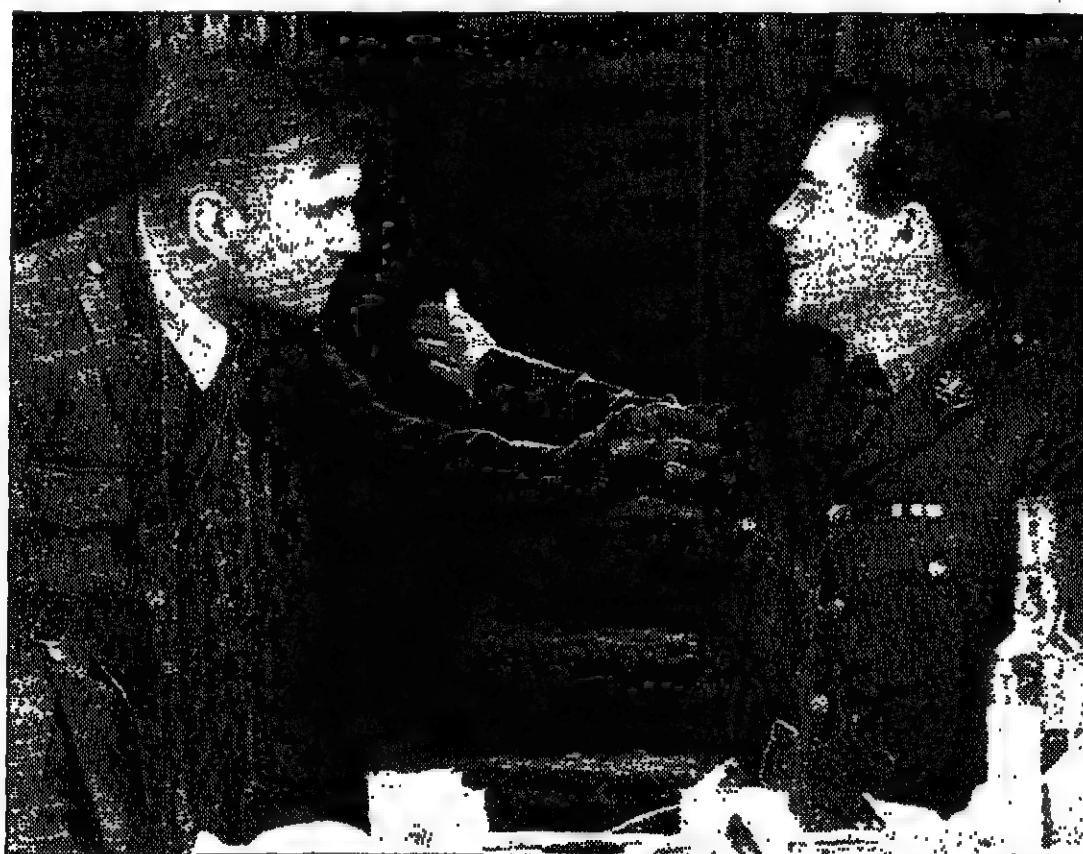
Journey's End  
Whitehall Theatre

R.C. Sherriff's masterpiece of the '18 trenches belongs among a small group of plays that are revisited rather than revived. An endless soap opera could be developed from the lives of Captain Stanhope and his brother officers in the St Quentin dug-out; except that Sherriff packed it all into two and a half hours.

In retrospect, *Journey's End* falls into place as a theatrical equivalent of Sassoon's poems; simultaneously an anthem for doomed youth and an unforgiving epitaph for the top brass. But whenever it returns to the stage it opens up a wealth of living detail that cannot be boiled down to any single argument. In particular, it resists any easy sneers against the public school ethic and the English trick of understatement.

Here is "Uncle" Osborne puffing away on his briar and reading *Alice in Wonderland*, or Trotter banging on about the hollyhocks in his suburban garden, while a few yards away there lies a wilderness of mud, with corpses abandoned to the rats. That kind of dialogue may have lapsed into cliché later on, but in Sherriff's hands it is the vital means by which his characters hang on to their humanity and stop themselves from going mad.

One passage I had forgotten raises the question of the varying effects of extreme situations on the imagination. For Trotter, an ex-ranker, it is possible to shut out the horrors by concentrating on food and companionship. Paradoxically, it is Stanhope, who has undergone the imagination-stifling disciplines of the public school, who starts seeing through walls to the earth beyond, and



"Uncle" Osborne with his 18-year-old company commander Nicky Henson (left) and Jason Connery

through people as if they were already dead. Justin Greene's production (reaching the Whitehall from the Nuffield, Southampton), is precisely on Sherriff's wavelength: that is to say, it is entirely free from portentous hints of the carnage to come, and concentrates in minutely scrupulous detail on the personal relationships in the dugout, during the false calm before the attack that brings it down, wiping out all the occupants.

There is obsessive attention to food and drink, served up by Peter Waddington's Mason, who scurries round the burrow with inedible cutlets and onion-flavoured tea, like a Beatrix Potter field-mouse. Alan Gill, in the tiny opening role of the outgoing dugout commander, builds a beautifully rounded study of a gentlemanly soldier who pushes the idea of the war as a round of golf a bit too far. He also gives Nicky Henson the chance to show Osborne's stuffily regimental side before allowing him to relax into the cosy old schoolmaster.

The role is a notable extension to this aggressively extrovert actor's range. I have never seen him do anything as delicate as the

burst of small-talk he springs on young Raleigh (Andrew Castell) in the five minutes before their suicidal raid. Jason Connery's Stanhope also looks like an 18-year-old; but any doubts of his authority are dispelled during his first moments on stage, where he turns a blade-like profile and rejects his former friend. Connery conveys the full emotional spectrum with an absolute minimum of means. He expresses disdain, fury, and internal chaos with barely a change of expression.

Irving Wardle

psychological glibness, but they show that if poets can make words dance, politicians can turn them into weasels.

Set against three metallic sheets, like a modern production of Greek tragedy, Susan Hogg's direction relentlessly turns the screws. Against my expectation during the darker moments of the first half, Cabbitt's play (the second of Bristol Express Theatre's London season) purges with pity and terror, to come honourably close to that tragic level where pain is universalized through poetry.

Jeremy Kingston

## Dance of death

## DANCE

Jean-François  
Duroure  
French Institute

To end the short season of French dance in London, Jean-François Duroure brought *La Anqa* to the French Institute. Until recently he was an associate of Mathilde Monnier, who appeared last week.

Only at the end does it become clear that the cool, self-possessed young woman (Elena Majnoni) is a wire walker or trapezist getting ready for her act, and that the young man (Duroure) who has so familiar but unheroic a relationship with her is her partner.

But what of the older man who intrudes into the room where she is quietly preparing, is fascinated by her, and tries to win her interest? As played by Pierre-Maurice Nouvelli, he is a clumsy bizarre fellow, in white shorts and a dinner jacket.

For all his gaucheness, this is someone accustomed to commanding the music stops or starts at his gestures. The wings he acquires towards the end, which he tries to fasten also on the woman, give the clue: This is Death, who can never be far from her work, watching eagerly for his moment.

But this is far from the usual infallible, implacable stage impersonation of death. He is awkward, trying to fit into this woman's world, where he knows he does not belong.

You feel sorry for his repeated discomfiture, most vividly shown in a duet where first his touch on her knee, elbow, shoulder or hand is enough to make her dance, but by the end her reaction is angry, pulling away and opposing his lead.

Christophe Secher's circus-like popular music and "noises off" are neatly supportive; the presentation, as generally in this series, proficient in every respect.

John Percival

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مكثان الاخيل

## Lad of gloss and lyric

Peter Ackroyd  
on the art of  
the scholar poetCOLLECTED POEMS AND  
SELECTED PROSE OF  
A.E. HOUSMAN  
Edited by Christopher Ricks  
Allen Lane £18.95

How unpleasant to meet A.E. Housman — taciturn, precise, morose, sometimes even horrid. In conversation he was generally difficult, in scholarship, dispute often, malevolent. But if the poet who lamented the unhappy destinies of soldiers and various lads was also a professor noted for his "frugality", it is nevertheless difficult not to like him. For he possessed a sense of humour, a gift as rare in academics as it is in poets, and as a result it is impossible to say how much a deliberate pose this "glacial" manner might have been. In any case, what does it matter?

His was a great career, however, a model of single-minded labour as well as bloody-minded persistence in what he described as "the mere act of living on and continuing to be the same". A dead mother and a drunken father tested his resolve in life, and from that time it never faltered; he failed his degree at Oxford, but then spent 10 years acquiring a reputation as a classical scholar while working as a clerk in the Patent Office. In 1892, at the age of 33, he became Professor of Latin at University College London; 11 years later he took up a similar if grander position at Cambridge.

Yet his great work had already been achieved: over a few months in 1895, in circumstances of ill-health and depression, the prey to forces he could neither understand nor control, he wrote most of the poems which were later published as *A Shropshire Lad*. Few poets have acquired immortality with so slim a volume, although he might have hoped that posterity would at least spare a glance for his much bulkier works of textual criticism.

Christopher Ricks does indeed praise his scholarship, and in this excellent anthology has wisely chosen to include many passages from Housman's classical editions and papers. But reverence for this part of his work can be taken too far: of course there is a place for scholarship, but scholarship must also be put in its place, and it is hard to avoid the conclusion that it trains one aspect of the mind at the expense of most others. It is easy to admire those, like Housman, with an austere outlook and minatory temper; but they are often little men (or women) hiding within their donnish habits. Poetry can in this sense be a vehicle for thwarted or irresolute emotions — certainly Housman's frustration



GLYNN BOYD MARTE

and aggression are everywhere apparent in his academic work, and it becomes increasingly clear that his "scholarship" was the closet in which he chose to hide himself.

But this in turn leads to one of the most interesting facts about him — he knew exactly what kind of person he truly was, and what kind of person he had chosen to become. His humour itself sprang from an understanding of the forces that had come to fashion his granite-like unshakability. And he knew, too, what it was to be a poet — his late lecture, "The Name and Nature of Poetry", contains the single most powerful investigation of the sources of lyric poetry.

Housman's own poetry does not always meet his own criteria of greatness. There are occasions when, with its combination of formal precision and morbid sentiment, it remains too much a symptom of its period.

But there are also some very beautiful poems in this, and a later collection — poems containing lines which seem to have been impelled into the light by some half-

conscious pressure before being marshalled into shape, the extremes of intuition and compression creating significant poetry. It is said that Housman was divided against himself, but this condition is at the very root of his creativity; he was both wounded and afraid, blasphemous and censor, rebel and tyrant.

Naturally this raises the question of his homosexuality. *A Shropshire Lad* was published soon after Oscar Wilde's ignominy (it is pleasant to recall that he sent Wilde a copy), and there is no doubt that Housman's native caution was intensified by the subsequent climate of persecution or disapproval. But perhaps this did him good, since it removed his poetry from the turbid sphere of avowal and afforded it a resonance that it might otherwise have lacked.

Certainly this is the moral he continually emphasizes in his own prose. Christopher Ricks has made a good selection of it here — not only good but necessary, since Hous-

man is at least as great a prose-writer as he was a poet. There is even a sense in which he was greater in his prose, since that capacious medium can encompass more of his unyielding, bewildered consciousness. He was a brilliant polemicist, whose ill-humour and impatience became charged with something very much like genius; those with a taste for literary homicide should read his strictures upon other scholars.

And yet by the close of this anthology, after the astuteness and the lamentation, after the bitterness and the thwarted passion, it is the strangeness and the horror of the world which he seems most acutely to convey. Housman's poetry is filled with a piercing sense of loss — for brief periods he gave voice to it, and then he covered it up with his elaborate late Victorian demeanour and his no less elaborate marginalia. In the end we can best say of him what he said of a colleague, when he paid homage to "the singularity of his essential being, his utter unlikeness to any other creature in the world".

not swim and never went near the water, in this she is correct. There is a mystery behind the mystery. The community itself, too, is pretty run, in a benign way. The inmates are indeed in thrall to "Mother" — because they like it that way. The seductiveness of paranoid obsession is that there is often a grain of truth in it all.

But we need to know more about the boy, who seems to have been as paranoid and as obsessed as his mum. What happened to him can't all be blamed on her. Things are not quite what they seem. This is a punitive, clever, awkward novel, which does not quite come to grips with its own cruelty. There seems to be a submerged discussion about the godlike "novelist's imagination" as a dangerous psychic weapon. Perhaps Francis King suspects that's what it is.

## Mum's the word

NOVEL  
OF THE WEEK

Victoria Glendinning

THE WOMAN WHO  
WAS GODBy Francis King  
Hutchinson, £10.95

so well that he risks wearying us with florid intimations of horror before we realize that although Mother is the villain of the piece, it is not the mysterious deity on the

island but Ruth herself. The book is about hysteria, paranoid obsession, and possessive, destructive mother-love.

The clues were all there. Ruth has "a novelist's imagination", and imagines what happened to her son "as a novelist might imagine it". From the point of view of the writing, these are the best bits; her quest apart, genteel Ruth is not quite as interesting. "Imagination becomes knowledge for her, and knowledge becomes power."

Francis King's analysis of paranoia is acute, in that Ruth isn't invariably deluded; her son, she believed, could not have died in a diving accident because he could

Who knows what evil is being done to innocent young people by this dreadful "Mother"?

Ruth sells up everything she has to go to Africa and find out for herself. The rest of this creepy novel is about her long and frightening journey, and what she finds when she gets to the island. There is a lot of writer's notebook African travelogue, building up Ruth's feelings of unease, alienation and mounting fear. "Strange, terrible things were happening here." On the island, she realizes Mother and her cronies intend to kill her.

The suspense seems contrived. Francis King misleads the reader

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Terence Moore, TLS February 12 1988

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## History verse and verse

Peter Jones

THE FABER BOOK  
OF ENGLISH  
HISTORY IN VERSE

Edited by Kenneth Baker  
Faber, £12.95

The Secretary of State for Education has seen a way in which he can select poems to give a "true sense of the narrative flow of English history". Whatever that means, the result is a collection of verse in chronological order from "AD 68 Boadicea" (sic) to 1953, with interlinking historical notes generating what I take to be Mr Baker's "narrative flow". There is some perfectly jolly verse amongst the 350 pieces on offer. But there are problems constructing an historical anthology out of verse, and the first poem (with note) establishes all too clearly the level of ratiocination Mr Baker has seen fit to apply.

The subject is "Boadicea", the poet William Cowper, she hears from a Druid that Britain will be the empire-builder of the future, hurls the prophecy at the Roman invader, and dies in battle. The note begins "Caesar came, saw and conquered in 55BC and the Romans controlled Britain for the next 465 years."

The facts: She is Boadicea. She died in 61. Caesar did not come, see and conquer Britain, but Pharnaces at Zela in Asia Minor, 47BC. He did not conquer Britain in 55, or on his return in 54 (Aulus Plautius brought Britain into the empire in AD 43-7). The Romans never "controlled Britain" (only parts of it). The comment: What was

Caesar doing in Britain? What conceivable interest could Rome have in us? Why the rebellion? On these, nothing.

In other words, Mr Baker has not submitted his verses to any prior evaluation of their worth as evidence, as if all a poem has to do is mention Boadicea or Mary Tudor to assume automatic warranty for inclusion. One cannot expect much by way of historical judgment from a man who comments on Tennyson's "Godiva": "There are so many sources for this legend that we may assume something like it happened." This may be acceptable for politicians, but not for historians.

Consequently, though this anthology improves with Victoria, when poems about "the people" sharply increase, the rest is little more than a pious plod past the powerful with their boring bills and battles, and since the comment is so pedestrian, the reader is left groping for any purchase, historical or literary, on the enterprise.

## Pop Action Man

Jonathan Meades

RICHARD  
BRANSON

The Inside Story

By Mike Brown

Michael Joseph, £12.95

Despite being wrought in the nervous prose of best-sellerdom, Mr Brown's portrait of the ubiquitous, grinning, unshy entrepreneur and adventurer is acute enough, and it stays a long way this side of idolatry. Mr Brown compensates for his stylistic blemishes with a flair for the non-attributable knee-capping.

The "music"-industry millionaire is instantly recognizable in the boy — physically fearless, intellectually unquenching, headstrong, gauche, familiarly loyal, endlessly competitive. His culture, if you can call it that, is self-made and portable. He is impervious to the

world, a solipsistic action-man.

During the period that I edited *Event*, his short-lived weekly magazine, I had a weekly meeting with Richard Branson, an ideal proprietor in that he expressed no interest in the magazine's contents, but an infuriating and recklessly miserly one in such

matters as the film critic's expense account.

He does not so much break rules as tend not to know they exist. His antinomian posture, like much else about him, is unconscious. Mr Brown implies all this, though whether it will actually strike those unacquainted with his subject is moot. He is further out the exclusive nature of Virgin's hierarchy, a laughably primitive tribe.

If there is a constant under-emphasis in his book it is almost surely because Mr Brown wants to keep things credible. So what we get is a fairly human Branson.

Mystery play  
or morality

FICTION

Philip Howard

WHO KILLED  
PALOMINO MOLERO?

By Mario Vargas Llosa  
Translated by Alfred MacAdam  
Faber, £9.95

AFTER THE WAR

By Frederic Raphael  
Collins, £11.95

THE FIFTH CHILD

By Doris Lessing  
Corgi, £9.95

After the epic historical sweep of *The War of the End of the World*, Mario Vargas Llosa has turned to a different genre: the detective story. It is like Simenon (though a world away in geography) in that you are pretty sure who did it from the beginning. Lieutenant Silver is as rumpled and fallible as Maigret, and tugs overwhelmingly for a Peeping-Tom plump woman married to someone else. The mystery is in the unravelling of human behaviour so that you can see that this is just how it would happen, even in so foreign a world.

The scene is the northern boondocks of Peru in the Fifties. Palomino Molero, a half-breed *cholo* and enlisted man in the Air Force, is found castrated and impaled. The Lieutenant and his diffident Watson, Officer Lituma, investigate the horror, though everybody in town knows that if they find out anything too embarrassing, the Big Guys will stop them. An hour's walk from the heat and dust is the Air Force base, run by an irascible "white" Colonel, where the writ of the Guardia Civil does not run. The policemen pursue the trail where it predictably leads them.

As the unravelling of a horrid mystery in an exotic society it is exciting. But it is also, of course, a serious literary novel about class and racial conflict, love and evil, and the chief wonder of the world, the crooked ways of the human heart. The translation does not always ring true, even in AmerEnglish: someone has a good snooze; the women are scared away from chorus rehearsals in church. But that confusion apart, this is a straightforward, compelling, and topical morality.

Freddie Raphael's latest is a long intellectual soap about Jewishness and the English, and the glitzy prizes. It starts in a prep school during the war, and continues down to the Six Day War, collecting a large cast of beautiful, or at any rate clever, people around the hero and part-time narrator, who is a serious playwright, director, and wimp.

They make films, act in musicals, write bitchy journalism and dire lyrics, paint, and play musical chairs at fornication. But what they do most is talk. The pitter-patter of epigrams (some quite good) and oxymorons rattles like precious hail. Even in ecstasy or tragedy they quote from T.S. Eliot, or a reference to the Athenian attack on Epipoli springs instantly to the lips. I do not believe anybody keeps up such relentlessly bright conversation. If he did he would be a monster. The

plot is disjointed, moving from de-Nazification after the war to a Greek island, Israel, and an exciting late interlude about dirty work in a newly independent West African state. And of course, repeated first nights and awful country weekends. Sentimental journeys end in lovers' meetings. It is clever and funny, but leaves a "So what?"

Doris Lessing's new book is a chilling little parable about parturition and punishment. Harriet and David are an old-fashioned, philoprogenitive couple, Earth Mother and Robinson Crusoe, who opt out of the selfish Sixties and the Pill for home-made chutney, breast feeding, and extended family life in a rambling provincial house. Nemesis strikes them with their fifth child, Ben, who turns out to be an alien throwback, an angry, hostile little troll, who destroys their idyll. Torn apart by guilt and love and the hostility of society to a woman who has given birth to a freak, Harriet seriously wonders whether Ben may not be a creature from another world or a Neanderthal past. As usual, Lessing is interesting, compulsively readable, and politically spot-on about the alienated drop-outs and *Unter-menschen* of our inner cities.

In a rich week for fiction it is a crying shame that there is room only to salute Scandal, by Shusaku Endo, translated by Van C. Gessel (*Peter Owen, £11.95*), a Jekyll-and-Hyde psychodrama about a famous Japanese novelist, who is haunted by a disreputable *Doppelgänger* or a subconscious secret life. Also, *The Shadow Bride*, by Roy Heath (*Collins £11.50*), an angry and funny saga of the past 50 years in Guyana, which manages both to be fascinating about the extraordinary East Indian tribe on the sugar plantations there, and also eye-opening about universal human nature in its perversities and heroisms.

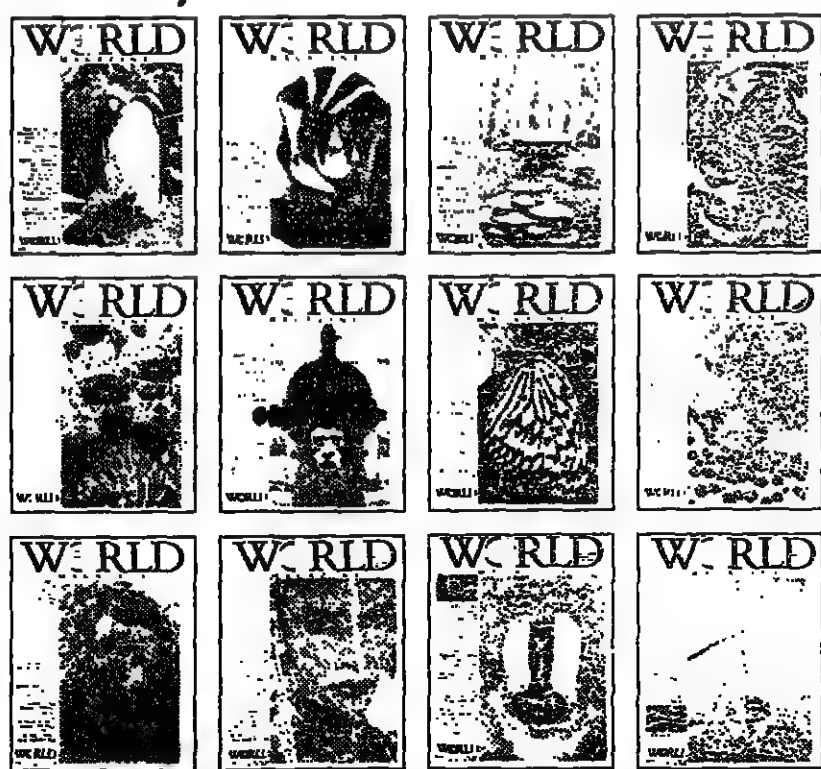
## NEW HARDBACKS

The Literary Editor's selection of interesting books:

Dorothy Parker, *What Fresh Hell is This?*, by Marion Meade (Heinemann, £12.95). Literary, gossip biography of the sad, witty lady who could never attain: envy, content, or sufficient champagne. Galileo Heretic, by Pietro Radondi, translated by Raymond Rosenthal (Allen Lane, The Penguin Press, £17.95). New evidence that the Jesuits plotted Galileo's downfall for heresy about the Eucharist because of his naturalistic philosophy, rather than Copernican *Eppur si muove*. God & Two Poets, Arthur Hugh Clough & Gerard Manley Hopkins, by Anthony Kenny (Sligwick & Jackson, £16.95). Philosopher's approach to two great Victorian Balliol men with different roads to poetry and God. The Care of the Self, by Michel Foucault (Allen Lane, The Penguin Press, £17.95). Vol. 3 of the important History of Western Sexuality. The Journals of Gilbert White, 1774-1783, edited by Francesa Greenoak (Century, £40). Seminal Selborne jottings from the parson. Venetian Narrative Painting in the Age of Carpaccio, by Patricia Fortini Brown (Yale, £36). Sumptuous pictures, controversial text.

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Your 'customers' will range from heavy transports to fast jet fighters and the instructions you give them will ensure that they operate safely and efficiently by day and by night in all weather conditions.

You may find yourself alongside civilian air traffic controllers, ensuring the swift and safe flow of both military and civilian air traffic. Air Traffic Control is a challenging and fascinating task where no two days are ever the same.

Age on entry normally up to 30.

### FIGHTER CONTROL

Become the eyes and ears of Britain's first line of defence. You'll lead a team whose job is to identify and monitor every aircraft in the sector for which it is responsible.

Especially hostile or unidentified aircraft enter our airspace, you'll give our interceptor aircraft the order to scramble and you will guide our aircraft onto the target.

You'll be in charge of highly advanced radars and computers, operating from the air or from the ground and tracking any air threat from low-flying aircraft to satellites.

You may also be given the highly specialised training required to maintain and develop the extremely sophisticated software which is the heart of our air defence system.

Age on entry normally up to 30.

### EDUCATION & TRAINING

The main requirement in the Education Specialisation is for graduates in engineering, mathematics, physics and computer science, preferably with a post-graduate certificate in Education or with some teaching experience. But we can also teach you how to teach.

Other degrees will also be considered, particularly foreign languages.

The job is to keep our key personnel up to date with the latest advances in electronics, computer technology, radar and electrical engineering.

You'll help to construct and manage training programmes and teach in some of the best equipped training schools in the country with students who are eager to learn.

Age on entry up to 30.

### WHAT NOW?

The qualifications needed to join the RAF vary according to the Branch in which you are interested, from a few 'O' level subjects to a university degree.

If you are studying for 'A' levels and planning to go to university, ask us about RAF Sponsorships.

To find out more, call in at any RAF Careers Information Office (in the phonebook under Royal Air Force) or write to Group Captain Peter Canning, at (OV) Officer Careers (08/18/04), Stanmore HA7 4PZ, giving your date of birth and your present and/or intended qualifications.

## FACULTY OF ADVOCATES THE ADVOCATES' LIBRARY, EDINBURGH LIBRARIAN

The Faculty of Advocate invites applications for the above position. The Librarian will lead a small and enthusiastic staff serving a practising membership of about 230 Advocates.

The Library was founded in 1689 and is a copyright. It contains over 100,000 volumes. Current accessions are about 2,000 volumes yearly.

Applicants must have appropriate professional qualifications in librarianship and suitable experience in library administration. A legal qualification or experience in law librarianship, though not essential, would be considered a particular advantage.

The successful applicant will be expected to take up the appointment no later than 5 September 1988. Salary will be negotiable and will be appropriate to the importance of this appointment.

Applicants should submit a full curriculum vitae with the names and addresses of three referees no later than 21 May 1988 to:

The Treasurer, Faculty of Advocates, Advocates' Library, EDINBURGH EH1 1RF

from whom further details may be obtained.

from whom further details may be obtained.

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01-481 4481

# GENERAL APPOINTMENTS

01-481 4481

## MAJOR ACCOUNT EXECUTIVE

**£15,100 Basic + Substantial Bonus + Choice of 2.0 GL Car + Pension + BUPA**

1988 is another year of exceptional growth for this major British group whose reputation has been built around firm commitment to creative problem solving.

In return for your sales and communication skills you will be rewarded by rapid progression that will unfold into diverse career options.

The outstanding remuneration package is complemented by a choice of top range executive car, private health and pension scheme and fringe benefits associated with a large prestigious company.

## PRODUCT MARKETING MANAGER

**£30,000 Basic + Quality Car + Benefits**

In joining this rapidly expanding private company in the communications industry, you will be responsible for the marketing strategy of three product divisions.

You will be well educated with a sound understanding of marketing principles and practice. An understanding of data transmission products could be an advantage, but is not essential as full product training will be given.

In addition to a high basic salary, you will enjoy comprehensive health care and pension benefits and a choice of quality car.

## MARKETING MANAGER

**£24,500 Basic + Incentives to give £30,000 Total Package Choice of Car, BUPA and Private Pension**

This world leading manufacturer within the consumer electronics goods market have been long established in the UK and are supported by a creative and forward thinking marketing department.

Join a successful team and assume responsibility for policy development over the medium and long term. Genuine Board opportunities exist.

Following an extensive training period, your ideas and leadership skills will be of paramount importance in deciding UK and European marketing operations.

**Austin Benn**

NORTH (021 454 8919) Brian Stanbridge. CENTRAL (0923) 816621 Martin Hamilton. SOUTH (0272) 273333 Mike Hoares

OFFICES IN: Birmingham, Bristol, Crumley, Manchester, Northampton, Nottingham, Slough, Stroud, Watford.

We are a growing International software and services company providing integrated computer solutions to the Banking community.

The rapid growth expansion of the banking technology market has lead us to appoint a:

### UK SALES & MARKETING MANAGER

To promote and market our state of the art range of Dealer Room System.

To build the Sales & Marketing Organisation.

Candidates should:

- \* be Late 20's early 30's.
- \* Have 5 years Sales/Marketing experience in Banking Technology.
- \* have a University Business Degree or equivalent.
- \* have Strong Entrepreneurial Spirit
- \* have the Ability to Sell at Management Levels.

### UK DEPUTY GENERAL MANAGER

To run the UK subsidiary operation.

To implement the corporate policies, objectives and goals.

Candidates should:

- \* be Late 30's
- \* Have 10 years International Sales/Marketing Management experience with Multinational High Tech Company.
- \* Strong Leadership
- \* Fluent in French

Outstanding compensation plan and social benefits will be provided to the right candidates.

Send your c.v. together with a covering letter to: Box No 021

All enquiries will be answered.

## CUSTOMS CONSULTANCY

London

Salary Negotiable

In the dynamic world of International trade where regulations, tariffs and procedures are constantly changing, many businesses now realise the beneficial effect that customs planning can have on their profitability and competitive advantage.

Arthur Andersen & Co. was the first consultancy firm to respond to the need for a specialist consultancy service by establishing a practice dedicated to advising businesses on customs and related international trade issues.

To help with the continuing development of this service, we need an experienced customs professional. This is a high-profile role which calls for the ability to liaise confidently and effectively with people at all levels in client organisations and H.M. Customs & Excise. It is a wide ranging consultancy and advisory role providing expertise on tariff classification, customs valuation, licensing and many other customs related matters.

Clients will expect help, not only in resolving problems that have arisen, but also in planning their business activities to minimise their customs costs by all legitimate means.

Playing a vital role in the development of this highly respected Customs Practice, this position offers early responsibility and rapid career progression. Visiting clients in an advisory or marketing capacity will mean spending a great deal of time out of the office and therefore, extensive UK travel will be an integral part of the role. European travel is also envisaged and some spoken French would be a great asset.

If you have 3-4 years relevant customs experience gained in industry, Customs & Excise or with another professional practice, we would like to hear from you. As a first step, contact Richard Gould, Tax Personnel, Arthur Andersen & Co., 1 Surrey Street, London WC2R 2PS. Alternatively, call him on 01-438 3479.

**ARTHUR ANDERSEN & CO.**

## NATIONAL ASSOCIATION OF CITIZENS ADVICE BUREAUX

Expansion within our Financial Division, means we can now offer the following challenging opportunities to join the country's leading advice and information giving organisation, with an annual budget in excess of £8m.

### DIRECTOR OF FINANCE & SUPPORT SERVICES

**Salary range £21,500-£28,400**

Reporting to the Director of the Association, you will be responsible for planning and implementing financial strategies necessary for the effective financial management of the Association's resources.

As the successful candidate, you will have responsibility for developing systems to secure additional funding for much needed work, involving liaison with senior executives within the private and public sectors. You will also act as Company Secretary and have responsibility for administration services.

### FINANCIAL CONTROLLER

**Salary range £20,700-£23,100**

Reporting to the Director of Finance and Support Services, you will be responsible for

the preparation, implementation and control of the Association's budget and all matters relating to its accounts. You will also have responsibility for the effective operation of the Finance Department together with the review and upgrading of both systems and internal audit procedures.

For both positions you should be a qualified accountant with appropriate management experience in either the private or public sectors.

We offer competitive employment terms including a contributory pension scheme and generous holiday provisions.

For further details and application forms please contact:

Susan Speller, Personnel Department, NACAB, 115-123 Pentonville Road, London N1 9LZ. Tel: 01 833 2161 (ext. 266)

All applicants are considered on the basis of suitability for the post, regardless of sex, race, marital status or disability.



## HAVE YOU GOT WHAT IT TAKES TO PULL IN THE BUSINESS?

We're an international Company selling a unique range of Promotional Items and Business Gifts direct - and we're growing fast!

We need Sales People...in the South of England to help expand our activities. The successful applicants will have a highly competitive instinct and a belief that hard work is the way to high financial rewards. They will be between 25-35 years old with 3-4 years selling experience.

We offer...Full training, a fixed salary plus generous open-ended commission and a company car. If you're interested in good career prospects in an expanding market write to:

Allen Diskin  
Berendsohn Ltd.  
Radix House  
Central Trading Estate  
Staines, Middlesex  
TW18 4XA

*Berendsohn*

## EUROMONEY PUBLICATIONS PLC

### ADVERTISING SALES PERSON

Euromoney Publications PLC, winner of two Queen's Awards for Export Achievement, seeks a highly motivated and experienced sales person to join the successful advertising department of Euromoney magazine, the company's flagship publication.

The successful candidate will join our fast growing advertising sales team and will be responsible for calling on senior financial executives at leading international commercial and merchant banks, corporations and other financial institutions. You will be responsible for maximizing sales with existing clients. As an experienced sales person you will also be given maximum freedom to develop new business.

Applications are invited from graduates. An attractive salary is offered together with commission and other benefits.

Please send your CV, including daytime telephone number, in confidence to:

Diana Chaplin  
Director of Administration & Personnel  
Euromoney Publications, Nestor House, Playhouse Yard, EC4V 6EX.

## THE BERTRAM GROUP

**TELESALES MANAGER**  
The Group's Market Leaders in the Telecom market require an experienced Tele-sales Manager to work with them at their London office. The ability to train, mentor and motivate a young dynamic sales team is essential. The company is growing very rapidly and you will need to be prepared for an intensive interview contact (please include: Sales Manager, Tele Sales, Telephony & Telecom Reports).

**TELESALES**  
We currently have a number of Tele-sales positions for people with 4-6 years' experience. Good telephonic skills and a target setting and competitive sales background are essential. Contact: Peter Williams, Sales Manager, Telephony & Telecom Reports.

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01 253 4988  
88 Houndsditch  
London  
EC3A 7JL  
PART OF TSBFORD PLC

## Managing Director (Designate)

**Midlands/North West based Package c+£25K + benefits.**

Our Client is an energy subsidiary of an internationally recognised Group that has a strong financial base and realistic development plans. The present Managing Director is seeking to appoint a successor who can take full control and responsibility after a period of working together. Initially it will be necessary to devise and implement a comprehensive business plan that will demonstrate a convincing exploitation of the growing market for new energy products with the initial emphasis on coal. Specifically the post's chief responsibilities will involve: Market research, sales planning, profitable product and materials management, product support, identifying potential industrial partners, planning and building a management team and the overall positioning of the company as a profitable and established market sector leader. Those applying should ideally be aged 35 - 45 years and educated up to degree/HNC standard and have relevant experience of the UK domestic and industrial fuel market with specific reference to coal production and handling.

Send your full CV to:-  
Sue Callis, Energy Placements,  
15 Woodfield Park, Colinton,  
Edinburgh EH13 0RT.

## Credit Manager

**A new role with an industry leader**  
South Oxfordshire up to £16,500 + car



AKZO Coatings plc is one of the UK's largest and fastest growing paint companies, with a turnover in excess of £60 million, and is part of a major European group.

Our innovative and professional approach to marketing and product development, matched by the highest standards of financial management, has led to our current success. To ensure this continued performance, we have created the appointment of Credit Manager to head a small team which is responsible for a diverse customer base ranging from small painting and decorating businesses, to major DIY wholesalers to automotive manufacturers.

You should have extensive credit management experience and the skills necessary to maintain effective customer relationships, communicating both directly and through your team with customers and other

departments within the company. There is scope to introduce further developments within our systems and procedures and this will be encouraged. You should enjoy working within an informal yet disciplined environment typified by young senior management, a policy of developed responsibility and positive commitment to achieving business objectives.

We, in turn, offer a modern and well equipped working environment and an excellent range of benefits including relocation assistance.

For an informal discussion please contact Colin Macpherson on Didcot (0235) 815141 ext 280. Alternatively for an application form please our 24hr answering service on (0235) 815907 or send a C.V. to John Holton, Akzo Coatings plc, 99 Station Road, Didcot, Oxon OX11 7NQ, quoting ref 175.

We are an equal opportunities employer.

## ADVERTISING SALES

**ON TARGET EARNINGS £40K p.a.**

The launch of a series of major international titles has created opportunities for effective ambitious sales people. If you are able to talk to senior executives in a professional and convincing manner then we would like to talk to you. There are likely to be early management opportunities for the most successful applicants.

In the first instance please call **Chris Humphreys or Ben Crocker** on

**01-240 1515**

## BETTER JOB OFFERS

In less time, with improved prospects and higher rewards. Turn frustration or disappointment into a secure way ahead with our support, knowledge and contacts. We regularly achieve these objectives with our clients. Can we do the same for you?

If you are a professional manager or director, employed or unemployed, contact us for a confidential discussion without charge or obligation.

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NOTTINGHAM 0430 64508  
LEEDS 0532 447829

**MANCHESTER** 061-494 5825  
EDINBURGH 031-226 2898  
LIVERPOOL 051-789 4222

**MSN CAREER SERVICES**  
Lloyds House, 18 Lloyd St., Manchester M2 5WA.  
May Fayer House, 22-26 Shepherd St., London W1Y 1LJ.

## \* GUARANTEED SUCCESS \*

If you are 21+ with at least 2 years' experience (not necessarily within our industry) and have the drive and determination to overcome any obstacle that might stand in the way of your success.

AND If you are keen, energetic and enthusiastic, and you expect to earn at least £15,000 this coming year, including basic salary and excellent bonus package with a company car supplied.

We are a leading national company able to offer training in professional selling skills that will enable you to achieve your ambitions.

We have high standards. If you think you can match them - telephone me between 5-7 pm, any weekday.

Contact:  
**MICHAEL SHIELS**  
**0825 59955**

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### KEITH CARDALE GROVER

Manager  
responsible for Marketing Letters  
Department of Mayor office.  
Excellent terms and conditions.  
Experienced negotiators should forward CV to:

Mr J. Grover,  
22 Summer Square,  
London, W1  
or telephone 01-481 4481.

### Recruitment

Executive 01-481 4481. The  
Office of Senior Counselors, a  
leading recruitment firm, is  
now looking for sales people  
to sell its services to business  
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should have a proven track  
record in sales and be self-motivated.  
Please call: Peter Grover on 01-  
481 4481 for complete details.

Advertisement Agencies and  
Recruiters for recruitment  
services. Tel: 01-481 4481.







## TELEVISION AND RADIO

Compiled by Peter Dear  
and Jane Rackham

## BBC1

- 6.00 **Casualty** (R).  
6.35 **Leon Errol in Girls, Girls, Girls** (R).  
7.00 **Breakfast Time** with Jeremy Paxman and Sally Jones. Includes national and international news at 7.00, 7.20, 7.40 and 8.15; regional news and travel reports at 7.15, 7.45 and 8.15; and weather at 7.25, 7.55 and 8.25. 8.55 Regional news and weather.
- 9.00 **News** and weather followed by **Open Air**. Janet Ellis receives viewers' comments on yesterday's television output. To contribute ring 061-814 0424.
- 9.30 **Kilroy Robert Kilroy-Silk** chairs a studio discussion on **Page Three** girls - should they be banned? The guests include Clare Short MP.
- 10.00 **News** and weather followed by **One of the Family**. A series on pets, presented by Brian Foster and Brian Watkins. Today, Michael Martin and Michael Jones discuss keeping birds in the house (R). 10.25 **Children's Hour**. BBC. Andy Crane with programme details and birthday greetings followed by **Play School** (R) and **Cartoon** (R).
- 10.55 **First View**. Laurence Olivier with a reading 11.00 **News** and weather followed by **Open Air** with Bob Wellings and Janet.
- 12.00 **News** and weather followed by **Daytime Live**. Magazine series 12.55 Regional news and weather.
- 1.00 **Open Air**. News with Martin Lewis. Weather. 1.30 **Neighbours**. Susan turns to Olive for comfort, and Shane finally arrives back in Ramsey Street with Jane. 1.50 **When in Spain** with Andrew Sachs (R).
- 2.15 **All Well and Good**. Healthy living series presented by Christopher Lillier and Suzanne Dando. Today's guest is Liz Hobbs who explains how she overcame disease to become a world champion.

- 2.40 **Come Dancing** (R).  
3.25 **Gardener's Direct Line**. Viewers are invited to ring Geoffrey Smith and Peter Seabrook with their gardening problems. The number to call, between 11.30am and 2.30pm, is Leeds (0532) 448222.
- 3.50 **Chucklevision** (R). 4.15 **Johnny Briggs**. Episode six of the 13-part series (R). 4.30 **Around the World with Wally Fogg**.  
4.55 **Newsround** 5.05 **Blue Peter** (Cee-fax).  
5.35 **Neighbours** (R).  
6.00 **Six O'Clock News** with Sue Lawley and Andrew Harvey. Weather 6.35 **London Plus** with Peter Powell and Simon Bates.
- 7.30 **Sam Edwards**. The noise from the squat's party angers the neighbours; Michelle feels the worst when her mother gives her some news; and Angie finds out that Den is involved in another dodgy deal. (Cee-fax).
- 8.00 **Tomorrow's World** reports on the British government's plans for a national radiation monitoring and information network; and Howard Stubbard has news of a small solar power station that is supplying San Diego's grid.
- 8.30 **Mastermind**. The specialist subjects are W. B. Yeats, Socrates, William Walton and fantasy literature in English, from Washington Irving to Tolkien.
- 9.00 **A Party Political Broadcast** on behalf of the Conservative Party.
- 9.05 **News** with Martin Lewis and Andrew Harvey. Regional news and weather.
- 9.35 **The Henry Show** (R). (Cee-fax).
- 10.05 **Question Time** presented by Sir Robin Day. On the panel are Peter Luff, Datta O'Carroll and Mike John MacGregor and John Prescott.
- 11.05 **The Unouchables** (R). Eliot Ness and his team do battle with a gardening bank robber. Starring Robert Stack and Dan O'Herlihy (R).
- 11.55 **Weather**.

## BBC2

- 6.55 **Open University: Cogs in the Wheel?** Ends at 7.30.  
9.00 **Casualty**.  
1.30 **Sign Extra**. John and Shakes, a programme adapted for the hearing impaired about two wheelchair world champions from Wales - John Harris (deaf) and Chris "Shack" Italian, a paraplegic swimming champion (R).
- 2.00 **News** and weather followed by **Is There Something After Death?** Programme five of Dan Begg, a Jungian analyst and psychotherapist's series about what follows the end of life. He meets Sister Barbara Claire of the community of St Mary the Virgin at Warrage, who talks about how faith helps her to deal more creatively with death, and Penelope Eckersley whose husband Tim died after suffering from cancer for three years.
- 2.30 **Snooker**. The Embassy World Professional Championship. The closing frames of the first round match between Cliff Thorburn and Kirk Stevens; and the opening frames of the game of the second round Jimmy White against Stephen Hendry. Introduced by David Icke from the Crucible Theatre, Sheffield. Includes news and weather at 3.00 and 3.30.
- 3.25 **The Travel Show Guide**. This second of six programmes examining the facts behind holiday brochures' descriptions of resorts features the Algarve. Presented by Paul Henry with John Kettley and Matthew Collins (R).
- 6.00 **World Snooker**. Further coverage of the matches between Cliff Thorburn and Kirk Stevens; and Jimmy White against Stephen Hendry.
- 6.50 **Young Musician of the Year**. Humphrey Burton introduces the wind semina featuring 10 of the country's leading young wind instrumentalists. The adjudicators are flautist Philippa Davies, clarinetist/saxophonist John Harle, bassoonist William Waterhouse, conductor Grant

- Llewellyn and the resident adjudicator, Professor Alan Hoddinott.
- 7.30 **Call My Bluff**. Witty word competition chaired by Robert Robinson. This week Arthur Marshall and Frank Muir are joined by Moira Anderson, Ian Ogilvy, Ian Leeming and Jeffrey Archer.
- 8.00 **Top Gear** from the Turin Motor Show where William Woollard and Sus Baker see the latest in "concept cars", built by italdesign and the British company IAD. Chris Coffey takes the new Fiat T100 and there are road tests on two other Italian cars, the executive class Alfa 154 and the sporty Lancia Integral.
- 8.30 **Nature** presented by Michael Buerk. There are reports on the sheep farmers whose lambs were affected by the Chernobyl disaster; on whether or not this country's power stations are prepared for a nuclear alert; and the connection between eels and Europe's most polluting nuclear reactor.
- 9.00 **Blackadder II**. More Elizabethan mayhem with Edmund Blackadder trying to ingratiate himself into the Virgin Queen's good books (R).
- 9.30 **40 Minutes**. **Women in Black**. The story of three widows - it's Hughes whose husband died of cancer last year; Maureen Jones whose husband was killed in a freak pit accident five years ago; and Daphne Hamilton-Fairley who was widowed by an IRA bomb explosion 12 years ago. (Cee-fax).
- 10.10 **World Snooker**. Neil Foulds concludes his first round game with Wayne Jones; Steve Davis begins his second round match against Mike Hallett; introduced by David Vine.
- 10.40 **A Party Political Broadcast** on behalf of the Conservative Party.
- 10.45 **Newsnight** includes a profile by James Fogg of pro-life crusader Ian Gossam 11.30 **Weather**.
- 11.35 **World Snooker**. Further second round coverage.
- 12.00am **Open University: Weekend Outlook** 12.10 **Fundamentals of Computing**. Ends at 12.40.

## ITV LONDON

- 6.00 **TV-am** begins with **The Sports Show** introduced by Geoff Clark; 6.30 **The Morning Show** presented by Richard Keys; 7.00 **Good Morning London** with Anne Diamond and Mike Morris. After Nine's guests include Claire Rayner.
- 8.25 **Thames news**.  
8.50 **Lucky Leaders**. Word game 10.00 **Santa Barbara** 10.25 **News headlines**.  
10.30 **The Time**. The Place... A discussion on a topical subject 11.10 **Puddle Lane**. 11.25 **Thames news headlines**.  
11.30 **My Marriage**. Colin Morris talks to Joy Porter and her husband Neil. They have two children, a boy aged 10 and a girl of seven who was born without a nose. They talk about their love for their children and how their Christian faith has helped them come to terms with their daughter's disability. (Cee-fax).
- 12.00 **The Sullivan** 12.30 **Quintanilla**. Quiz game 1.00 **News at One with Julie Sommers** 1.20 **Thames news**.  
1.30 **Falcon's Crest**. Drama 2.25 **Home Country Club**. Egg 'n' Vegetable Bake (R).
- 2.30 **All Star Yesterday**. Bernard Braden recaps April 1983 with record producer George Martin.
- 3.00 **Take the High Road**. Lady Margaret organizes a lunch party 3.25 **Thames news** 3.50 **Sons and Daughters**.  
4.00 **Portrait** 4.15 **Adventures of a Lighthouse Keeper** (R). 4.10 **The Marmalade** (R). 4.40 **The Society Show** with Matthew Corbett (R).
- 4.45 **A Class of Their Own**. A new series begins with members of the Coventry Youth Performance Group in Jinnah perform their dance piece, *Feeling Torn*.
- 5.15 **Winner Takes All**.  
5.45 **News with Fiona Armstrong** 6.00 **Thames news** 6.25 **Help**. Comedy action news. 6.30 **Prisoner**. Phil puts his relationship with Sandie at risk.

## CHANNEL 4

- 12.00 **Just 4 Fun**. **Helping Henry** and **Adventures in Letterland**. Two programmes for children.
- 12.30 **Business Daily**. Financial and business news service presented by Susan Street.
- 1.00 **Sesame Street**. Pre-school series for children. The guest is Patti LaBelle.
- 2.00 **The Parliament Programme** presented by Alastair Stewart. The reporters are Jackie Ashley and Nicholas Woolley.
- 2.30 **Film: Alive and Kicking** (1958, b/w) starring Sybil Thorndike. Katharine Hepburn and Thelma Wood. Comedy about three elderly ladies who run away from an old folks' home and while a nation-wide search for them is going on they set up a business and a remote Irish island. With Stanley Holloway. Directed by Cyril Frankel.
- 4.15 **Stamp of Royalty**. A 1972 Post Office film following the history of British Royal commemorative stamps from 1835 to the Silver Wedding Anniversary in 1972 of the Queen and the Duke of Edinburgh.
- 4.30 **Comedians**. Words and numbers game.
- 4.50 **Question Time**. Richard Whitley assisted in the dictionary corner by Clement Freud.
- 5.00 **Film: Dr Syn** (1957, b/w) starring George Arliss, Margaret Lockwood and John Gielgud. A Lockwood and John Gielgud. A Lockwood and John Gielgud. A Lockwood and John Gielgud.
- 5.30 **The Sheep**. Film examines both sides of the Channel Tunnel through the eyes of French and British workers and discovers that the much-vaunted single European market is a long way distant. Plus, how continues with this autobiography of the director, Andrei Tarkovsky, as he looks back to his childhood and his relationships with his parents and with his children, relatives and friends. Russian with English subtitles. Ends at 2.30.
- 7.00 **Channel 4 News** with Nicholas Owen and Nick Gowing. 7.30 **Current** followed by **Weather**.



George Arliss (left) and Graham Moffatt in Dr Syn (C4, 5.00pm)

- 8.00 **Kadeston Hall**. A documentary, narrated by Joe Ackland, about the 18th century Derbyshire house, designed by Robert Adam (R).
- 8.30 **Treasure Hunt**. Veronica Beryl and Ann Power are in the studio guiding the guessing and the Devon countryside in pursuit of hidden treasure. (Oracle).
- 9.30 **Film on Four: The First Kangaroos** (1987). (Oracle) (see Choice).
- 11.30 **Initiation of a Shaman**. A documentary, based on the life-long work of anthropologist Jacques Lizot, following the seven-day initiation of a shaman, or holy man, of the Yuki people of the high mountains of Venezuela, during which he fasts, takes drugs and becomes increasingly weak, thereby jeopardizing the ceremony by being virtually unable to respond by the sixth day.
- 12.30 **Film: Mirror** (1974, colour and b/w) starring Margarita Terekhova and Oleg Yankovsky. The Soviet season of cinema art. A film about the director, Andrei Tarkovsky, as he looks back to his childhood and his relationships with his parents and with his children, relatives and friends. Russian with English subtitles. Ends at 2.30.

## VARIATIONS

- BBC1** **Wales Today** 6.00-6.30 News 6.30-6.45 **Wales Today** 6.45-7.00 News 7.00-7.15 **Wales Today** 7.15-7.30 News 7.30-7.45 **Wales Today** 7.45-8.00 News 8.00-8.15 **Wales Today** 8.15-8.30 News 8.30-8.45 **Wales Today** 8.45-9.00 News 9.00-9.15 **Wales Today** 9.15-9.30 News 9.30-9.45 **Wales Today** 9.45-10.00 News 10.00-10.15 **Wales Today** 10.15-10.30 News 10.30-10.45 **Wales Today** 10.45-11.00 News 11.00-11.15 **Wales Today** 11.15-11.30 News 11.30-11.45 **Wales Today** 11.45-12.00 News 12.00-12.15 **Wales Today** 12.15-12.30 News 12.30-12.45 **Wales Today** 12.45-1.00 News 1.00-1.15 **Wales Today** 1.15-1.30 News 1.30-1.45 **Wales Today** 1.45-2.00 News 2.00-2.15 **Wales Today** 2.15-2.30 News 2.30-2.45 **Wales Today** 2.45-3.00 News 3.00-3.15 **Wales Today** 3.15-3.30 News 3.30-3.45 **Wales Today** 3.45-4.00 News 4.00-4.15 **Wales Today** 4.15-4.30 News 4.30-4.45 **Wales Today** 4.45-5.00 News 5.00-5.15 **Wales Today** 5.15-5.30 News 5.30-5.45 **Wales Today** 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Executive Editor  
David Brewerton

## STOCK MARKET

FT 30 Share  
1419.4 (-10.3)  
FT-SE 100  
1788.8 (-12.1)  
Bargains  
22769 (23165)  
USM (Datastream)  
149.06 (+0.42)

## THE POUND

US dollar  
1.8940 (same)  
W German mark  
3.1478 (same)  
Trade-weighted  
78.6 (same)

## Hodgson Holdings issue flops

The £20 million share placing by Hodgson Holdings, the federal directors, to pay for its takeover drive has flopped.

Ninety per cent of the issue has been left with underwriters.

The placing of new ordinary and convertible preference shares at 250p each compared with a market price at the time of 248p. Since then the shares have fallen to last night's 210p. As a result there were offers for just 224,769 units or 10.12 per cent.

## Bank job cuts

Canadian Imperial Bank of Commerce is restructuring its London-based investment arm following the pending acquisition of Wood Gundy Inc and is laying off 124 staff.

## Parambe rise

Parambe, the investment company and art dealer, made pretax profits of £160,000 in 1987, up from £139,000 the previous year. A final dividend of 0.55p lifts the total by 0.1p to 1.45p.

## B&amp;J advance

Brown & Jackson, the toiletries distributor, turned in pretax profits of £661,000 for 1987, compared with £221,000 a year ago. Net earnings rose to 1.7p a share, against 2.23p loss last time.

## SUMMARY

## STOCK MARKETS

New York  
Dow Jones 1985.86 (+3.84)  
Tokyo  
Nikkei Average 2884.09 (+207.09)  
Hong Kong  
Hang Seng 2578.44 (+16.49)  
Amsterdam Gen 247.0 (-1.5)  
Sydney AO 1480.4 (-21.4)  
Frankfurt  
DAX 1388.4 (-9.7)  
Brussels  
General 4882.3 (-23.5)  
Paris CAC 3004.4 (-1.9)  
Zurich SCA Gen 81.2 (-1.7)  
London  
FT-A All-Share 920.88 (-4.91)  
FT-30 1419.4 (-10.3)  
FT-100 1788.8 (-12.1)  
FT Gold Mines 216.4 (-1.7)  
FT Fixed Interest 97.90 (-0.41)  
FT Govt Secs 91.06 (-0.22)

## MAIN PRICE CHANGES

BSSE  
Chadwell Int'l 581.5p (+17p)  
Storehouse 285.5p (+12p)  
Low & Boner 237p (+12p)  
CE Heath 385p (+13p)  
Zurich SCA Gen 81.2p (+1.7p)  
Chatterfield 650p (+15p)  
Bank of Wales 80p (+10p)  
Photo-Me 410p (+10p)  
Crest Comm 215p (+10p)  
Yellowhammer 163.5p (+11p)  
Shitoh 275p (+13p)  
UK Land 587.5p (+10p)

FTSE  
Crest Group 282.5p (+10p)  
Taylor Woodrow 434p (+11p)  
Rowntree 727p (+11p)  
Henderson Admin 655p (+11p)  
Rita & Co 383.5p (+18p)  
Glaxo 968.5p (+11p)  
N Hay 358p (+10p)  
Laporte 363p (+9p)

## INTEREST RATES

London Bank Base 8%  
3-month interbank 8.5-8.75%  
3-month 3-month bill 7.75-7.875%  
buying rate  
US Prime Rate 8.75%  
Federal Funds 7.75%  
3-month Treasury Bills 5.85-5.875%  
30-year bonds 9.75-9.875%

## CURRENCIES

London  
£/\$ 1.8940  
£/DM 1.7888  
£/Sfr 1.3750  
£/FF 10.6554  
£/Yen 123.92  
£/Index 92.1  
ECU 1.659217 SDH 0.732835

## GOLD

London Fixing  
AM \$458.00 pm \$457.40  
dross \$456.25-456.75 (2241.00-241.50)  
New York  
Comex \$457.40-457.90

## NORTH SEA OIL

Brut (May) pm \$16.70/bbl (\$17.31)  
\* Denotes latest trading price

Roundup 26 Commodities 30  
Stock Market 26 Foreign Exch 30  
Tempus 26 Money Mkts 30  
City Diary 27 FT Trade 30  
Comet 27 USM Prices 30  
Wall Street 28 Share Prices 31

## Record £3.6bn repaid after revenue boom

By David Smith, Economics Correspondent

Britain repaid £3.6 billion of public sector debt in the 1987-88 financial year, better than the Treasury estimated in the Budget last month and easily the biggest ever annual debt repayment.

The bonanza in tax revenues continued until the end of the financial year, with income tax and VAT receipts rising strongly.

Inland Revenue receipts rose by £7.4 billion or 13 per cent last year, against a forecast increase of 12.5 per cent in the Budget. Customs and Excise receipts were up by £3.6 billion, or 9 per cent, compared with an 8 per cent Budget forecast.

But, with emerging signs of a moderation in the pace of growth in the economy, it is unlikely that this year will see a repeat of the massive borrowing undershoots of the past two years.

A slowdown in output and spending would hit tax revenues and make a public spending undershoot less likely. Against this, strong growth in earnings and company profits continues, the latter in spite of sterling's rise.

Even so, although City economists expect this year's debt repayment to be larger than the Treasury's £3.2 billion projection, a slowdown in the economy could mean that the £3.6 billion repayment of 1987-88 represents the high point of the borrowing cycle. In 1986-87, the Government had to borrow £3.4 billion.

"People are beginning to think in terms of a slowdown but the evidence is still tentative," said Mr John Sheppard, an economist at Warburg Securities. "If there is a slowdown the PSBR will suffer but the Chancellor may have been cautious in his projections."

The City has assumed that the baseline for the 1988-89 PSBR will be represented by the Treasury's £3.2 billion projection, after recent official underestimates. Mr Mark Brown, an economist at Phillips & Drew, said that on "conservative" assumptions, there should be a debt repayment of £4.5 billion this year.

The £3.6 billion repayment of public sector debt in 1987-88 signalled the Treasury's third underestimate of the strength of tax revenues. In the March 1987 Budget, the Chancellor projected a £4 billion public sector borrowing requirement for 1987-88. In the Autumn Statement last November this was revised down to £1 billion, and finally, in the Budget on March 15,

the Treasury estimated a £3.1 billion PSBR surplus, or debt repayment.

The outturn announced yesterday means that borrowing in 1987-88 was £7.6 billion lower than the Treasury first estimated. The PSBR in March alone was £3.8 billion, against City expectations of about £3.5 billion.

The 1987-88 debt repayment was the first since 1969-70 when Mr Roy (now Lord) Jenkins was Chancellor. Treasury officials said that the 1969-70 repayment of £0.6 billion would represent £3.4 billion in present-day prices, apparently giving Mr Lawson the prize for the most prudent management of the public finances.

But the 1987-88 repayment incorporated £5.1 billion of privatization receipts and, as a percentage of GDP last year's surplus was less than 1 per cent, compared with 1.25 per cent in 1969-70.

The financial markets were subdued yesterday. Gilts fell by about half a point, with concern over the March money supply figures, due today. Market expectations are that narrow money, M0, will show a 12-month growth rate of more than 6 per cent, and that bank lending will show a rise of about £3 billion.

## Queen's Awards for 'heavies'

By David Young

The latest Queen's Awards for export and technology, announced today, show that the heavy end of Britain's industry is again taking a leading part in the scheme, with winners from the high-tech metals and heavy mining equipment industries.

The City is also represented, with one stockbroker winning an award for its earnings in Japan. The designers of the pocket telephone, beloved of the new breed of City operators, have also won an award.

The aviation, medical sup-

ply, textile and computer industries are also represented among the 102 export and 43 technology winners. A total of 985 companies applied for awards, but many were rejected because they could not meet the strict criteria of showing a "substantial and sustained" improvement in their export performance.

Among the winners is a three-man company from Grimsby, Humberside, which exports frozen fish; a shortbread maker in the Scottish Highlands; and a company which makes ornaments in the shape of small pottery cages, and which has grown, in six years, from a business employing seven people working in a converted stable block, to one employing 520 in three factories in Cumbria.

Special Report, pages 32 to 35

## Suchard silent on Rowntree

By Our City Staff

Top executives of Suchard, the Swiss chocolate company, declined to take the wrapping off their plans for Rowntree, the British confectionery group in which they have bought a 14.9 per cent stake, when they met City analysts yesterday.

Suchard - represented by Mr Robert Jauch, the vice-president and Mr Johann Widmer, the treasurer - outlined its future strategy, but would not say whether Rowntree featured in its long-term plans. They singled out the Far East and the United States as likely areas of expansion.

The meeting, arranged before Suchard launched last week's dawn raid on Rowntree, attracted more than 70 analysts.

Suchard has said it intends to buy another 10 per cent of Rowntree, but has a ceiling of 630p on the price it is prepared to pay. Under Takeover Panel rules it was free to continue buying yesterday, but Rowntree shares remained well above this level, closing 11p down at 737p.

Market report, page 26

## Chemist calls for EGM on Unichem

By Michael Tate

Mr John Newbould, a chemist, will today formally ask for an extraordinary general meeting of Unichem members to vote on a resolution to keep the pharmaceutical group a friendly society.

Mr Newbould, aged 45 and a founder member of Unichem, which is an industrial co-operative, claims to have received letters of support from more than 500 of his fellow shareholders, enough, he believes, to requisition a special meeting. His request was made by letter today.

Unichem has been in turmoil since the beginning of January when its chief executive, Mr Peter Dodd, launched a share discount scheme designed to fatten the business up for a flotation. This prompted complaints

by its main quoted rivals, AAH and Macarthy, to the Department of Trade and Industry and the Office of Fair Trading, and, eventually, brought takeover proposals from Macarthy.

A bitter war of words has been fought, and the 4,000 or so independent pharmacists who collectively own Unichem have been deluged with literature on the conflicting arguments. But they have become increasingly frustrated at the lack of interest in their views.

"Many of us have loyally supported Unichem for many years, only to find all of a sudden that we are faced with becoming a public company... and at a time when the market is declining," said Mr Newbould.

Mr Nicholas Ward, chairman of Macarthy, which has preferred to delay its own campaign until the DTI and the OFT have pronounced on Unichem's controversial scheme, welcomed Mr Newbould's move.

"His initiative doesn't surprise me at all. It demonstrates further how wrong the Unichem board were not to put their plans, and indeed our plans, before their members."

The council, which was set up in 1868, is asking the Department of Trade and Industry for permission to proceed into liquidation.

Mr Eric French, a former Bank of England official who is manager of the council, says: "We have really come to the end of the road with defaults. Many people who bought bonds issued by governments years ago were private individuals. More recently financial institutions have taken over as the main providers of the debt, and they can probably look after their own affairs."

## Family firm builds £66.2m profits



Family tree: Peter Costain, group chief executive, yesterday, by a painting of Richard Costain, his great grandfather, founder of the company. (Photograph: Alan Weller)

## Costain joins the band of power station operators

By Alexandra Jackson

Costain Group has joined the growing band of companies planning to build and operate power stations.

A site on the South coast of England has been identified and Costain, together with its partner, an American engineering company, is in advanced talks with the Central Electricity Generating Board.

The capacity of the power station is unlikely to be more than 600 megawatts, according to Mr Peter Costain, the group chief executive. Although it is not going to be nuclear powered, it has not yet been decided whether it will be fuelled by gas, coal, or oil and combined. Further details should be released within the next six months.

Costain is also finalizing details to design, build and operate a smaller, 60MW power station in Australia. This aims to supply the New South Wales Electricity Commission and will use coal from one of Costain's mines in the area. Both projects will seek outside investors.

Costain satisfied the market by announcing pretax profits up from £64.3 million to £66.2 million. These results were achieved in spite of providing up to £6.5 million to cover an outstanding claim on a Glasgow Hospital contract and possible losses on work in London's Royal Docks.

Sales advanced from £866 million to £970 million. A higher tax charge and increased share capital squeezed earnings per share from 27.5p to 25.7p. A final dividend of 6p was declared, making 9.65p for the year (8.75p).

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## Lloyd's groups reach accord

By Alison Eadie

Two warring Lloyd's syndicates have reached a compromise agreement that could pave the way for a wider settlement covering 32 Lloyd's syndicates and potential claims of more than £250 million.

RHM Outhwaite, a Lloyd's managing agent, has agreed that its syndicate 661 will pay syndicate 620, owned by Wellington Underwriting Agencies, just under \$50 million (£26 million) in full and final settlement of all its liabilities. The payment covers all reported claims, plus a small additional payment, and then caps Outhwaite's liability to further claims.

Outhwaite has been contesting its liability to meet claims under the run-off reinsurance policies it wrote for other syndicates in 1982, because it said the contracts were placed without adequate background disclosure. The policies cover claims relating to asbestos and pollution in the US, the scale of which has taken the whole Lloyd's market by surprise.

Outhwaite has already put £248 million into reserves against potential claims, and has been unable to close the 1982 accounts of syndicate 661. Lloyd's syndicates are trying to finalize their accounts before the end of April and Outhwaite's reserves are expected to need considerable boosting.

A total of 13 Lloyd's syndicates are in dispute with Outhwaite, out of the 32 that bought run-off policies. One dispute has already reached the courts, six more are at the arbitration stage and a further six moving towards official dispute.

Roberts & Hiscox, the underwriting agency that has taken legal action against Outhwaite, told its names that it was ridiculous to suggest that all the underwriters who bought reinsurance from Outhwaite were aware of the problems of asbestos and pollution and only Outhwaite was not. Despite the legal action, R&H is thought to be behind the compromise settlement.

The council of Lloyd's, while not officially involved in the dispute, is understood to be in favour of the settlement. If the other syndicates reach similar agreements, Outhwaite will have no further liability to claims that have not yet been reported. Of the 32 policies written, 26 had no upper limit, leaving Outhwaite liable to potentially limitless claims.

The syndicates that bought the policies will have to foot the bill for future claims if they accept payment from Outhwaite only for those which have been notified.

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BUSINESS ROUNDUP

# Clinton Cards floats at £20.3m valuation

Clinton Cards, a leading retailer of greeting cards, is coming to the stock market via a partial placing and offer for sale which values the company at £20.3 million. A total of 2.17 million shares is being placed with institutions and a further 1.17 million are offered for sale at 150p. The flotation of 24.7 per cent of Clinton's equity will raise £5 million, of which £3 million will go to the company and £2 million to existing shareholders.

At the end of January Clinton had 77 outlets based mainly in the South-east and East Anglia. Mr Don Lewis, the chairman and managing director, said he intended to continue the expansion of the number of shops and was confident that the prospects for continued sales and profits growth were excellent. Clinton made pretax profits in the year to the end of January of £1.6 million on a turnover of £13.2 million.

## Profits soar at KPG

Kentish Property Group, which was floated on the stock market last July, reported pretax profits of £3.9 million for last year, up from £1.1 million. Turnover rose from £7 million to £19.6 million. KPG, which expects help from the Government's inner city initiatives, is planning to build 600 apartments and houses for first-time buyers in east London.

## Southend Property up

Southend Property Holdings formerly Southend Stadium - pushed pretax profits up from £208,000 to £2.5 million last year. Turnover rose from £860,000 to £2.0 million. The company, which recently completed the £70 million takeover of Hampton Trust, is paying a second interim dividend of 0.2p a share, making a total of 0.3p - double the previous year.

## Glaxo's Japan centre

Glaxo Holdings, the pharmaceutical group, is spending up to £42 million on establishing a research and development centre in Japan as part of its £1 billion investment programme. It is looking for a suitable site at the Tsukuba science city, north of Tokyo, and negotiations are under way with the Japanese authorities. Sir Paul Girolami, the chairman, said in Tokyo yesterday.

Building should start next year and take about three years, costing £8 billion to £10 billion (£24 million to £42 million). The centre is expected to employ 200 research scientists, rising eventually to 300. Glaxo's massive investment programme on research and development was announced to the London investment community last week.

## CPU registers £1.2m profits

CPU Computers, the USM-quoted computer distributor, which is 90 per cent owned by the French group SCOA, made pretax profits of £1.2 million in 1987. This compares with £453,000 earned in the six months to December 1986, before a change in the company's year end. There is again no dividend - CPU has not made a payment since the end of 1984.

## Fire payment to Bowthorpe

Bowthorpe Holdings received £1.95 million in consequential loss compensation in 1987, after an arson attack. In August 1986, at its Hasling plant, the company received £546,000 insurance money in 1986 and says further receipts under its claim are due this year. Mr Ray Parsons, the chairman, said negotiations with several US businesses are under way.

## £14m pharmacy deal

AAH, the pharmaceuticals supplier and fuel distributor, has bought W Jamieson (Chemists) for a maximum of £14 million in a move which reduces the number of franchised retail pharmacies operated by the group to 50. Jamieson operates 29 shops in the south Yorkshire area and north Derbyshire. The vendors, a family, are taking up to 4.75 million new AAH shares - which they have said they will hold and which gives them a stake of about 7 per cent - and a maximum of £1.4 million in cash.

## French deal for Kwik-Fit

Kwik-Fit Holdings, the tyre and exhaust fitting group, is buying 80 per cent of Tours Pneus, a privately-owned French tyre retailer, for £5.6 million cash, with an option to purchase the balance. The company operates 17 outlets in western France and made pretax profits of £1.24 million in 1987. The price for the rest of the company will be based on future profits but is expected to be about £1.4 million.

## MTM makes US purchase

MTM, the former Marlborough Technical Management group, has bought Traylor, the chemical intermediates manufacturer of Rock Hill, South Carolina, for \$7.35 million (£3.89 million). The deal also includes the 100-acre site on which Traylor is based and offers "considerable scope for expansion," says MTM. MTM has paid \$5 million already, with the balance due by the end of this year.

# Hawker Siddeley's hidden charms

It is awfully hard to get excited about Hawker Siddeley. Its products, broadly defined as electrical and diesel motors and generators, are hidden from view beneath their housings, and are usually only noticed when they fail to function.

But as modern life could not continue without them, we cannot ignore the leading manufacturers just because they seem a little dull. And anyway, perhaps they are not quite as dull as a 7 per cent profit and 9 per cent earnings advance might imply.

Closer examination of the figures reveals significant profits growth in four of the five main business segments. In particular, diesel engineering nearly doubled its profit contribution to £13.7 million. This represents a nearly full recovery to profit levels prior to the oil price slump.

Its Middle Eastern sales have been replaced with new orders from elsewhere, including Europe and the Far East. The group is now about to launch a new range of air-cooled and water-cooled engines to compete with Japanese machines.

The only division where the performance has been less than satisfactory, whose contribution fell 7 per cent to £40.6 million. This segment should improve this year after the sale of the unprofitable

Nova Scotian rail wagon manufacturer. Indeed, parts of this division did well, especially the agriculture and forestry division in Canada and the US which makes sawmill equipment, and Hawker de Havilland, the aerospace equipment manufacturer in Australia.

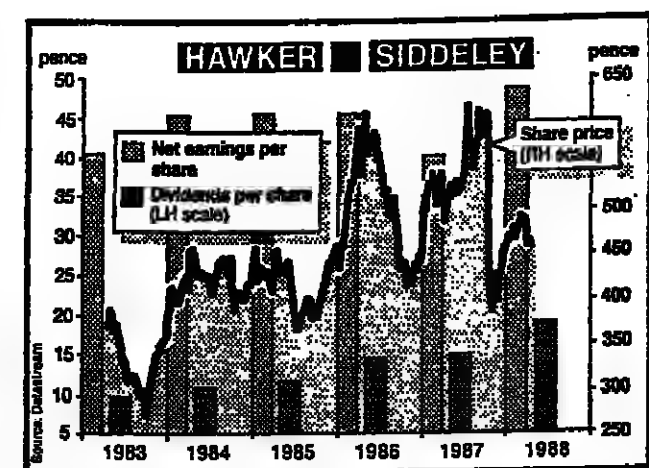
But currency had a £7 million adverse effect on the translation of group profits into sterling. Had it not been for currency movements, earnings would have risen by nearly 15 per cent.

After yesterday's 7p price rise to 467p, the shares are on a prospective multiple of 8 and a yield of 6 per cent. The balance sheet is strong, and investors who buy now for the yield will benefit in the future from any turnaround in the dollar.

## Bank of Scotland

Bank of Scotland has reason to be pleased with itself. A growth in operating profits of 32 per cent proved it was not simply relying on a minimal Latin American exposure to look good compared with the English clearers.

Such percentage profits growth is well ahead of NatWest and most of the other English banks. The bank has been singularly successful



in maintaining lending margins, despite a swift increase in assets, by juggling its mix of business.

By raising the amount of personal lending over the last few years, the bank has managed to raise its average lending margin from 1.7 per cent to 2 per cent in an increasingly competitive environment.

This was achieved largely by boosting the mortgage book, which represents some 21 per cent of the bank's British domestic lending.

As a result its personal lending has risen from some 20 per cent to about 40 per cent of its British business, with a commensurate fall in less profitable commercial banking.

The bank has also kept commission income growing at the same rate as assets -

The only slight worry is the continuing heavy increase in costs, up 14 per cent if the benefits of the pension holiday are excluded. But new businesses require new staff - the Visa processing centre alone took on 400 more people - and the growth of expenses is no more than that of most other clearers.

Bank of Scotland must, therefore, feel somewhat miffed that the bank sector as a whole is so depressed by Latin American debt problems and monster rights issues. Its consolation must be that with a p-e of about eight it has the highest ratio of any clearer, and deserves it.

Costain

It says something about the long-term nature of contracting that Costain's 1987 results include a £1.5 million deduction for a contract completed in 1969. At least the other big provision, of nearly £5 million for losses on the Royal Docks contract, may be reclaimed.

The quality of the construction order book has improved, especially in Britain. Extraordinary charges of £5.9 million primarily covered the engineering and construction activities. Loss-elimination, and benefits from restructuring should boost E&C profits.

Overseas construction profits have fallen from 50 per cent in 1983 to 9 per cent in 1987. Costain has done well to

replace these earnings. Profits from property sales were £12 million last year with a 27 per cent increase in rental income. Costain now has £154 million of investment properties and £400 million of development properties.

Even bearing in mind the £120 million earmarked to spend on the housing, property and mining portfolio this year, the unwelcome presence on the share register of Trafalgar House may have clinched Costain's decision to find the purchase of its Australian minority by a placing, thus diluting the holding.

Trafalgar House's intentions are unclear as apart from mining, its activities mirror those of its prey. To buy Costain would be an expensive way of getting a share of the Channel tunnel.

Moreover, with Costain set to increase 1988 profits by at least 20 per cent, to more than £80 million, Trafalgar House may find its target moving out of reach. It may have to be satisfied with being one of Costain's many shareholders.

# Storehouse leaps on takeover talk

The retail sector was put on alert last night after talk swept the market in late trading that another bid for Storehouse, the British Home Stores and Habitat-Mothercare retailer, is on the way.

Storehouse responded to the suggestions with a leap of 26p to 300p as nearly 9 million shares changed hands. Dealers were talking of a possible dawn raid on the shares today or even a full bid.

At least two consortiums are thought to be putting together an offer with the names of Mr Robert Maxwell, the newspaper publisher and Dr Ashraf Marwan, the Egyptian financier, both prominent. There was even talk that London, the international trading group, might be keen to get in on the act after losing the battle for control of House of Fraser.

Storehouse has been the subject of intense speculation in recent weeks and City men are said to be unhappy with the group's performance since the original merger of BHS and Habitat-Mothercare. Last year, Mr Tony Clegg's Mountleigh bought a small stake and expressed interest in making an agreed bid but no formal offer was made.

Hoping to capitalize on the institutions' dissatisfaction, Benlox, the small industrial conglomerate, launched an audacious £2.1 billion bid a few weeks later which was unanimously rejected by the City.

The rest of the equity

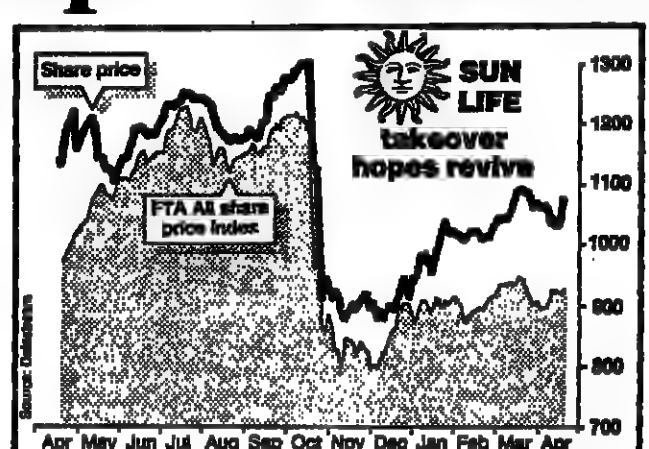
market suffered another dull day as investors showed a marked reluctance to open new positions ahead of today's money supply figures, particularly with the account coming to an end tomorrow.

Prices drifted lower on lack of support and on sporadic profit-taking. The FT-SE 100 share index closed 12.1 points lower at 1,786.8, having been 15.7 points down at one stage, while the FT 30 share index ended 10.3 points off at 1,419.4.

Gilt-edged stocks were also apprehensive ahead of today's lending figures and finished with modest losses ranging to £4.

Hawker Siddeley responded warmly to the figures, showing pretax profits up from £152.1 million to £163.2 million. The company was expected to meet a number of fund managers at a seminar arranged by Albert E. Sharp, the Birmingham-based broker, last night to discuss the figures. Further meetings have been arranged with fund managers later today. The shares rose by 8p to 468p.

Most City analysts are already forecasting profits for the current year of about £180



million - after allowing for currency fluctuations - where the prospective p/e falls to about 9.

John Crowther, the textile group, enjoyed a rise of 3p to 189p on a turnover of 1.6 million shares following whispers in the market-place that Thomas Robinson, the fast-growing industrial conglomerate headed by Mr Graham Rudd, was lining up a counterbid. Crowther is already the subject of an agreed, £215 million bid from Mr John Ashcroft's acquisitive Coleroll, the soft furnishings and wallpaper group and this week has found itself em-

broiled in a controversy about share options granted after it had received the first tentative approach from Coleroll.

Thomas Robinson is said to have already bought a stake in Crowther - paying above the one-for-one terms from Coleroll - and may now be putting together a cash offer. If the counterbid goes ahead, Mr Rudd will no doubt turn to advice from his brother, Nigel, who has helped to turn Williams Holdings into an important force through a number of acquisitions.

The life assurance sector was boosted by talk of a bid

for Sun Life, the only remaining quoted, pure life assurance company.

The Sun Life share price had been chased up to £1.60 in late trading on Tuesday, amid talk of a bid from Transatlantic, which already owns a 25 per cent stake in the company. But it ran into profit-taking, closing 35p cheaper at £1.25 in a thin market.

There has been no love lost between Sun Life and Transatlantic, which is associated with the Liberty Life Group of South Africa. Matters came to a head last year when Mr Peter Grant, Sun Life's chairman, successfully stalled off an attempt by Transatlantic to gain boardroom representation.

Dealers have been bracing themselves for a full bid ever since.

The speculation also boiled over into Pearl, 15p higher at 433p, on revived hopes that Mr Larry Adler's FAI Insurance will soon use its 6.6 per cent stake in the group to launch a bid.

Michael Clark and Geoffrey Foster

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## TRADITIONAL OPTIONS

First Dealings April 1988 Last Dealings April 22 1988 For Settlement July 25 1988  
Call options were taken out on: 20/4/88 Whittaker, Owners Abroad, Data Group, Suter, Singer & Friedlander, Control Securities, Norfolk Capital, Underwoods, Blacks Leisure, Dyche Petroleum, Dares Estates, Eurofund, BOMS, Stormguard, Price & Carter, Western Motor, Suter.

## SCOTTISH WIDOWS' FUND AND LIFE ASSURANCE SOCIETY

Notice is hereby given that the 174th Annual General Meeting of the Members of the Society will be held within the Head Office, 15 Dalkeith Road, Edinburgh, on Tuesday, the 3rd day of May 1988 at 2.30 pm for the following purposes:-

- To consider the Accounts and Balance Sheets for the year ended 31st December 1987 and the Reports of the Directors and Auditors.
- To elect Directors.
- To appoint Auditors.
- To fix the remuneration of Directors.
- To pass, if thought fit, the following Resolution recommended to the Members by the Directors:

"That the remuneration of the Auditors for the current year be fixed by the Directors of the Society".

To transact any other ordinary business proper to an Annual General Meeting.

Forms of Proxy for the use of Members of the Society who are unable to be present at the Meeting, but who may wish to vote thereat, may be obtained on application to the undersigned. To be effective Proxies must reach the Society's Head Office not less than two clear working days before the time for holding the Meeting. A Proxy need not be a member of the Society.

C. M. CAVAYE  
Managing Director  
15 Dalkeith Road, Edinburgh EH16 5BU

5 April 1988

Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the ordinary share capital of Clinton Cards PLC, issued and now being issued, in the United Securities Market. It is emphasised that no application has been made for these securities to be admitted to listing.

## CLINTON CARDS PLC

Placing and Offer for Sale by Samuel Montagu & Co. Limited of 3,333,333 ordinary shares of 10p each at 150p per share payable in full on application

Authorized £2,000,000 In ordinary shares of 10p each Issued and to be issued fully paid £1,350,543

Clinton Cards is a major UK specialist retailer of greeting cards and related products. It trades from 77 shops located throughout the South-East and East Anglia.

Pursuant to the Placing 1,666,667 ordinary shares will be placed principally with institutional investors. Of the 2,666,666 ordinary shares being offered for sale, up to 333,333 are available in the first instance to satisfy applications from employees of Clinton Cards.

Particulars relating to the Company are available in the Eutel Unlisted Securities Markets Statistical Service and copies of the prospectus (on the terms of which alone applications can be considered) together with application forms may be obtained during normal business hours (Saturdays and public holidays excepted) up to and including 30th May 1988, from:-

Samuel Montagu & Co. Limited 10 Lower Thames Street LONDON EC3R 6AE 01-260 9000

Laurence Pratt & Co. Ltd. Bedford House 7-11 Moorgate LONDON EC2R 6AH

W H Stansfield & Co. Broseley House Newlands Drive, Wiltshire SS20 2UL

and from any Clinton Cards shops and from the main branches of Midland Bank plc in the following locations:- Birmingham, Bristol, Cardiff, Derby, Exeter, Harlow, Leeds, Liverpool, Manchester, Newcastle-upon-Tyne, Sheffield, Southampton and in London from: Market House, Peppes Street EC3N 4DA, Poultry & Princes Street EC2P 2BX and 5 Threadneedle Street EC2R 8BD.

The application lists will open at 10.00 a.m. on Wednesday 27th April, 1988 and may be closed at any time thereafter.

21st April, 1988



# Bank of Scotland operating profits up 31% at £157.8m

By Richard Thomson, Banking Correspondent

Bank of Scotland yesterday announced a 31 per cent increase in operating profits for last year, from £119.8 million to £157.8 million, although an exceptional boost in bad debt provisions dragged the pretax result down to £132.6 million — a rise of only 11 per cent on 1986.

The bank is also proposing to carry out a one-for-two capitalisation issue to increase the marketability of its shares, particularly for smaller investors.

The shares rose only 2p after the figures to 512p, despite a 14.5 per cent dividend increase to 18.9p.

Bank of Scotland added £25

million to its special provisions against Third World loans.

This is a tiny amount compared with the massive sums put aside by the English clearing banks last year, because BoS's exposure to

grew by 18 per cent to £11 billion during the year, as lending both to personal and commercial customers remained strong.

Its mortgage book increased by a third during the year to £1.3 billion. Half its new

came from bank charges. BoS also saved on fees paid to other institutions by taking over from Barclaycard the processing of its own Visa credit card.

It has reached agreement with Halifax Building Society to process the Halifax's credit card when that is launched later this year.

The bank's main subsidiaries also performed strongly, with North West Securities, the consumer finance arm, contributing £27.1 million, up from £25.1 million.

Profits from British Linen Bank, the merchant banking operation, rose £800,000 to £8.6 million.

Commission and fee income also rose in line with the increase in lending to £119.9 million. More than a third

mortgage lending came from England, and the bank said that all of its business south of the border was growing faster than its traditional business in Scotland.

Commission and fee income also rose in line with the increase in lending to £119.9 million. More than a third

The group's balance sheet

developing countries is relatively small at £233 million.

The bank reduced its exposure slightly during the year through debt/equity swaps and other techniques. BoS said that its provision cover for problem country loans was now 33 per cent.

The group's balance sheet

unlawful, and ordered Mr Ward to repay the money.

Mr Ward is appealing against this order.

His case is due to be heard in open court. While Guinness will oppose it, Mr Saunders is not involved in the appeal and will not be legally represented by counsel.

Three days have been set aside to hear the case, which will focus on points of law.

Mr Ward is also involved in settlement negotiations with Guinness, which are being conducted via lawyers in the United States. These include the £5.2 million action as well as other legal actions in the US.

The US actions concern Mr Ward's ownership of a flat in Washington's Watergate complex, documents held by Mr Ward's law practice and unpaid fees allegedly owed to the practice.



Ordered to repay: Thomas Ward, former Guinness director

## Date set for Ward court appeal

By Lawrence Lever

The Court of Appeal will hear an appeal on Monday by Mr Thomas Ward, the former Guinness director, against a high court ruling that he must repay £5.2 million to the drinks group.

The appeal concerns the payment by Guinness of £5.2 million to Mr Ward, via a company based in Jersey, after the success of Guinness's bid to take over the Distillers group.

After the Department of Trade investigation into Guinness was announced, the company sued both Mr Ward and Mr Ernest Saunders, its former chairman, over the payment, and obtained a freezing order against Mr Saunders' assets in this country.

Following lengthy legal proceedings in Jersey and London the high court ruled last year that the payment was

unlawful, and ordered Mr Ward to repay the money.

Mr Ward is appealing against this order.

His case is due to be heard in open court. While Guinness will oppose it, Mr Saunders is not involved in the appeal and will not be legally represented by counsel.

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## Kalon Group slips to loss of £1.45m

By Colin Campbell

Kalon Group, the paint manufacturer, landed up in the red in the financial year ended December, plunging from a 1986 pretax profit of £4.92 million into a 1987 loss of £1.45 million — even though turnover advanced from £81 million to £86.9 million.

Kalon had earlier signalled there would be a loss for the year, and now confirms this. It will be no final dividend. It earlier passed the interim. Shareholders were last paid a dividend for the 1986 financial year, when they received a total of 1.38p a share.

However, recent steps, including reorganization and disposal, should lead to a stronger balance sheet, and on the trading side the first quarter's results show strong sales growth.

"Despite the potential disruptive effects of the reorganization, and subject to unforeseen circumstances, 1988 should see a marked improvement in the group's performance," the board says.

The group was hit in 1987 by adverse trading conditions and by management changes.

## Heath subsidiary wins US lawsuit

By Our City Staff

CE Heath, the Lloyd's insurance broker, has won the latest round in the lawsuit against its Pinnacle Reinsurance subsidiary in Bermuda.

A US district court in Louisiana dismissed the lawsuit brought by the joint liquidators of Mentor Insurance on the grounds that Bermuda, not Louisiana, was the appropriate forum for the action. The liquidators have the right to appeal against the decision.

The liquidators of Mentor, a captive Bermuda insurance company which went bank-

rupt in June 1985, are suing over three time-and-distance insurance policies which Mentor took out with Pinnacle.

Pinnacle has always argued that the case should be heard in Bermuda. The liquidators opted for Louisiana because Mentor's owner, Ocean Drilling and Exploration Company, is domiciled there and because treble damages, plus punitive damages, can be sought in US courts.

Pinnacle's profits fell to £3.4 million from £4 million in CE Heath's half-yearly results to September 30.

## Business rate of 38p in pound likely

By Colin Narborough

The uniform business rate which the Government is introducing in two years time, to replace the widely varying rates charged on commercial and industrial property, will be about 38p in the pound — the bottom end of the range Whitehall had anticipated.

This lower-than-expected figure, calculated by Herring, Son & Daw, a leading City firm of property valuers, was delivered yesterday to Mr Nicholas Ridley, the Environment Secretary, who is in charge of the controversial

legislation on rates that has been given a rough ride in Parliament.

After the backbench revolt in the Commons this week over the community charge or "poll tax" that will displace the present system of rates on housing, the Government should welcome news that the uniform business rate is likely to be on the low side.

Its latest estimates had put the business rate as high as 42p, somewhat lower than earlier figures. The present uniform rate is 22.4p.

Poundage calculations assume that the Government take on business rates will remain broadly unchanged at the current annual level £8.9 billion in keeping with its commitment to fiscal neutrality. The Government is not expected to set an actual rate until early 1990.

The effect of the lower poundage will be offset by the revaluation of the rateable value of commercial properties, the first for 17 years, which will precede the new uniform rate.

Mr Nick Owen, chairman of

Herring Son & Daw, identified the main factors behind the lower rate as the continued steep rise in property prices, which will form the basis of rateable values, while rate-capping had lowered local government spending.

While acknowledging the benefit the uniform rate would have in giving poorer regions a considerable cost advantage over wealthier areas, he said it could be argued it actually would do no more than replace Regional Development Grant.

## Bubb goes to Morgan Stanley

Just two days after the insurance team walked out at beleaguered Citicorp Scrimgeour Vickers, the stock-broking firm has been dealt an even more damaging blow. Top retail analyst Nick Bubb, who led Scrimgeour's legendary retail research team and was himself voted the number one stores analyst by Institutional Investor in January, has resigned. Speaking yesterday afternoon from his new desk at rival American securities house Morgan Stanley, just hours after he had

handed in his notice at Scrimgeour, Bubb, aged 33, told me: "I had been thinking about leaving for some time, but I promised not to rock the boat after Noel Hayes left. Lots of people have asked me why I'm going from one American house to another, but Morgan Stanley is the most Anglicized of them all — and I like the team spirit there. It's very much like Kemp Gee was in the old days."

Scrimgeour had, he said, somehow "lost that spirit". Bubb, who had been with the firm for eight years and became a partner, officially starts at Morgan in a month's time, and will be an executive director. "I'll be heading a team covering the retail sector," he says. "Morgan Stanley has covered food retailers before, but never stores. This is something new." His old Scrimgeour team — placed firmly at the top of the retail charts for at least a decade — is not leaving with him. Not yet, that is.

## THE TIMES CITY DIARY

### Accounting on youth

Newly qualified accountants have never had it so good, according to a salary survey by the recruitment consultancy Accountancy Personnel. They can currently command an annual salary of £17,000 in Central London, where demand outstrips supply. Older professionals, on the other hand, are apparently being ignored for senior positions in

favour of young high-flyers. But before they get too cocky, the upwardly mobile should beware of each other. The survey predicts a "bunch" of high-flyers just below the top of the promotions pyramid, and concludes that anyone who has not made it by the watershed age of 33 probably never will. Harsh words, but probably true.

### Going Dutch

The City has taken a novel fund-raising idea by the Dutch Cancer Research Institute to its heart. The charity is offering for sale 275,000 10-year zero coupon bonds at par

for 1,000 guilders (£290) each. It means that it has the use of your money, interest free, for 10 years, at the end of which you have the capital sum returned. To increase the scheme's attraction, the bonds will be put into a draw once a month, with one lucky bond holder winning a million guilders (£290,000). At the blue-blooded broker Nivison Cantrade, five bonds were snapped up within hours of the offer being made yesterday.

Not everything was fully prepared at the Department of Trade's Lancaster House launch of its campaign to get us ready for 1992. It was decided that Mrs Thatcher should be shown Spearhead, the DTF's single market database, which is supposed to give details of all proposed EEC legislation. The operator typed: "Get textile." "Textile does not appear in any item," responded Spearhead. "Get profession." "Profession does not occur in any item."



"On a clear day, you can see five takeover bids being planned"

## Legal argument

The sedate legal world has, I hear, been thrown into turmoil by the recruiting tactics of Tarlo Lyons Randall Rose, a firm of solicitors based in Holborn, London. Instead of the usual job advertisements, placed in the Law Society's Gazette, Tarlo Lyons has written direct to more than a thousand young, qualified solicitors. Complaining that all law firms are now finding it increasingly difficult to recruit good solicitors because of "the increase in demand for legal services combined with the fact that the number of solicitors qualifying in recent years has remained virtually static", Tarlo Lyons partner David Ford, who wrote the letter, invites the addressees to apply for assistant solicitor positions in all its main departments — company, conveyancing, litigation and tax. But in so doing he has apparently incurred the wrath of a number of rival City firms, which claim that Tarlo Lyons is trying to "steal" staff by underhand methods. Ford has now prepared a written statement denying that it was "setting about a large-scale poaching operation". "We have hitherto enjoyed the most excellent relations with our professional colleagues," Ford says, "and we had no intention or desire to damage their practices."

Another departure: Colin Mitchell, divisional director within Credit Suisse Buckmaster & Moore's corporate finance department, has quit of his own accord.

Carol Leonard

## Laporte rises 17% to £75.2m

By Alison Radie

Laporte Industries, the specialty chemicals manufacturer, made pretax profits of £75.2 million in the 33 weeks to January 3, a rise of 17.1 per cent on sales 9.7 per cent higher at £463 million.

Earnings per share rose to 35.8p from 30.1p and the total dividend was increased to 12p from 10.25p.

Most of the profits growth was organic, with only a small contribution from acquisitions.

Adverse currency movements knocked £500,000 off profits, but Laporte was cushioned against the worst effects of the weak dollar because it buys dollar-priced raw materials for its British manufacturing operations.

Interox, the hydrogen peroxide producer in which Laporte has a 50 per cent stake, contributed £33.4 million to pretax profits, a rise of 9.5 per cent. Worldwide demand for hydrogen peroxide remained buoyant, Laporte said.

British trading profits rose 24.7 per cent and margins widened to 15.9 per cent from 14.5 per cent. Overseas trading profits rose 50 per cent and margins widened to 9.6 per cent from 6.9 per cent.

Despite capital expenditure of £17 million and acquisitions costing £33.2 million, Laporte finished the year with a small net cash position.

It expects to spend less on capital projects this year, but will continue its acquisitions programme.

Mr Ken Minton, the chief executive, said all the separate business areas achieved good growth and the trend had continued.

## Mersey Docks rises to £3.7m

Pretax profits at the revitalized Mersey Docks & Harbour Company rose from £2 million to £3.7 million in the year to December 31, on turnover up from £51.3 m to £53.9 m.

However, two of the factors responsible for the company's soaring share price last year — a £300 million Liverpool dockland development plan and a bid approach from Peel Holdings — have not yet born fruit.

## COMMENT

# Farmers does not want a shotgun marriage

January's polite courting by BAT Industries and an unwilling American sweetheart, Farmers Group, is about to turn into an acrimonious battle. In front of the American regulatory bodies and courts with all the attendant publicity, Farmers will fight with whatever ammunition it can muster.

Farmers' next round of attack will be on BAT's record, based on the guidelines of "competence, integrity, experience," with particular reference to Eagle Star America, sold by BATs within two years of purchase.

BATs can defend itself by saying that Eagle Star America was already under scrutiny by its own management well before BATs assumed ownership and that BATs in any case injected \$100 million (£53 million) into Eagle Star America to make sure it was a viable business.

BATs had always known that it would take time and energy to win over Farmers, if only because of the innumerable statutory and regulatory hurdles it would have to cross to satisfy fully America's legal criteria.

And BATs would not deny that Farmers has been right to be legally alert and active, as its shareholders and policyholders would expect it to be, in fending off an unwanted bid approach.

But it is now three months on since the January 13 bid at \$60 a share, later raised on March 3 to a qualified tender offer at \$63 a share, and has said it would go higher in certain circumstances. But the frustration in having to cross so many legal and other minefields is beginning to show.

Both sides have been locked in almost daily court hearings since January, though the more significant dates in the bid timetable are the May 3 to May 6 State hearings in California, with judgement promised to be handed down on May 13, and Farmers' own shareholders' meeting on May 20, where a motion for Farmers management to reconsider its attitude to BATs is put. BATs would undoubtedly charge that Farmers management is being obstinate in refusing even to agree reasonable ground rules for a chairman-to-chairman meeting to iron out their differences.

BATs must be feeling especially aggrieved that third parties — who may yet turn out to be potential bidders — have been given information which it has been denied.

The wisdom and determination of BATs in wanting Farmers remains the same, and if Farmers had hoped to wear BATs down by delaying tactics, then it has read the situation wrong.

## More gilt-edged optimism

Optimism is running away with some participants in the gilt-edged market. The Budget forecast of a £3.1 billion public sector debt repayment implied a £4.3 billion borrowing requirement in the traditionally fickle last month of the year.

It turned out to be an encouraging £3.8 billion. But the average market forecast was probably around £3.5 billion. Capel-Cure Myers predicted £3 billion and Greenwell Montagu favoured £2.9 billion, though there were smiles of satisfaction at Phillips & Drew.

Gilt-edged market-makers were booked as the losers in post-Big Bang competition. It has been tough (as the occasional withdrawal testifies), but turnover for the first three months of this year has been slightly higher than in 1987. Meanwhile, equity turnover, which put gilt into the shade last summer, fell away after the October crash.

No more than five firms, a fifth of the total, still dominate the gilt-edged market, probably accounting for two-

fifths of the business. Rather more firms claim to be in this category.

BZW and Warburg Securities, which subsume the two old big gilt-edged jobbers, appear to have an uncontested lead. Swiss-owned Phillips & Drew has now found a seat on the top table, while James Capel and Greenwell Montagu have made a respectable showing. But, among other formerly or potentially powerful contestants, market opinion suggests that Kleinwort Grieson has fallen away.

Among American-owned firms, Security Pacific's Hoare Govett and Chase Manhattan (which bought Laurie Milbank and Simon & Coates) both seem to have lost ground. By contrast Citicorp, which bought principally into equity brokers, has built a surprisingly strong position.

Ironically, gilt-edged dealers are looking forward to the impending arrival of Japan's Nomura Securities. For once, rivals appear to believe Nomura's claim that its retail marketing strength might expand demand rather than simply take away their business.

## DIAMOND SERVICE

# WHO HAS THE MOST WEEKDAY FLIGHTS TO AMSTERDAM?

It isn't British Airways. It isn't KLM. It's British Midland. We have 16 flights between Heathrow and Amsterdam every working day, including the first one in and the last one out. Which means our schedule will fit your schedule. And every BM flight to and from Amsterdam is Diamond Service. Which means you get the full Business Class treatment. If you fly to Amsterdam, you know which airline means business.

HEATHROW - AMSTERDAM	AMSTERDAM - HEATHROW
07.00	07.25
08.15	09.30
11.00	11.30
12.15	13.30
14.15	15.30
16.15	17.30
18.15	19.30
20.15	21.00



THE MOST WEEKDAY FLIGHTS BETWEEN HEATHROW AND AMSTERDAM.

BRITISH MIDLAND



# Unit trusts hit by aftermath of crash

**By Vivien Goldsmith**  
**Family Money Editor**  
**Business is still dismal for the unit trust industry in the wake of last October's crash and in continuing nervous markets around the world.**

The industry was saved from totally dull trading conditions in the first quarter of the year by investors bed-and-breakfasting their investments — that is selling them and buying them back to crystalize a gain or loss during the tax year.

But there were many investors who sold units and did not repurchase. Mr Roger Jennings, marketing director of M&G, the unit trust manager said: "There was rather a lot of bed and no breakfast."

**In the quarter to the end of March £2.268 billion worth of units were sold, two thirds of the value of units sold in the same quarter last year. While £1.912 billion worth of units were cashed in, 16.9 per cent more than in the corresponding quarter last year.**

The net result was an inflow of £355.4 million, less than a third of the net result for the first quarter of last year.

The net result for March of £57.7 million was about a third down on the net result for February. More unit trusts were sold in March than February, but these were greatly outweighed by the number of investors cashing in their units.

# 10m hold unit trusts or shares in UK

By David Smith  
Economics Correspondent

Ten million people in Britain own either shares or unit trusts, the Treasury said yesterday. This puts Britain second only to the US in the level of share ownership.

## Call for checks on condition of ships

**By Rodney Cowton**  
**Transport Correspondent**

The conference, organized by the British Maritime League, was told yesterday that if the rate of decline of the British fleet — 38 per cent in terms of deadweight capacity between late 1983 and early 1987 — were allowed to go much further there would be great difficulty in rebuilding at a later stage.

Several speakers said the fundamental problem remained the large surplus of world shipping capacity. Colin Michael Ranken, director of the League, said the reduction in the oversupply of shipping throughout the world was the most important requirement for achieving a balance between supply and demand.

He and Mr Douglas Foy, secretary of the London Maritime Exchange Association, emphasized the contribution that could be made to solving the problem if sub-standard ships were withdrawn from service. Mr Foy said the elimination of unseaworthy ships would wipe out a good proportion of the surplus shipping.

But a number of speakers said this would depend on the provision of more surveyors.

**WORLD MAP**

# St Ives rises 14% to £8.5m despite costs of Burrups job cuts

**By Martin Waller**  
St Ives Group, the magazine and book printer, increased pretax profits by 14 per cent to £8.5 million in the six months to the end of January, after heavy redundancy costs at Burrups, its recent acquisition.

Mr Robert Gavron, the chairman, said the half-year figures contained no contributions from asset sales at Burrups, which would be included in the full-year report. These would very largely offset the total costs of reorganization.

Burrups would probably provide the main engine for expansion, Mr Gavron added.

About 130 jobs out of a total of 900 were lost when Burrups was bought in October, and another 30 to 50 redundancies are still to be effected.

Costs of job losses for the half-year came to £1.56 million. When St Ives took over, Burrups was inefficient and seriously overmanned, relying heavily on work from the boom in City mergers and acquisitions last year, said Mr Gavron.

When this work dried up after the October crash the opportunity was taken to carry out a complete reorganization.

**ETS: TOKYO**





هكذا من الأهل

To Alex Lawrie, FREEPOST, Beaumont Rd., Banbury, Oxon OX16 9BR.  
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**WE PUT UP MONEY, NOT OBSTACLES.**

115001



UNLISTED SECURITIES

FOREIGN EXCHANGES

1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966
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INVESTMENT TRUSTS

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# Portfolio

PLUS NEW  
Accumulator

From your Portfolio gold card check your eight share price movements, on this page only. Add them up to give you your overall total and check this against the daily or accumulator dividend figures. If it matches or better this figure you have won outright or a share of the daily or accumulator prize money stated. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Seas (sa)	Drugs/Stores	1.00
2	Jefferies	Drugs/Stores	1.00
3	Kwik-Pak	Drugs/Stores	1.00
4	Amber Day	Drugs/Stores	1.00
5	Stand Chart (sa)	Property	1.00
6	Foster (John)	Property	1.00
7	Rock Shop	Drugs/Stores	1.00
8	Wicks	Drugs/Stores	1.00
9	Lemon	Drugs/Stores	1.00
10	Conch	Drugs/Stores	1.00
11	Appleyard	Drugs/Stores	1.00
12	Close Bros	Drugs/Stores	1.00
13	Penny Gap	Drugs/Stores	1.00
14	Madison (A&I)	Property	1.00
15	Bank of Scotland	Drugs/Stores	1.00
16	Capital Radio	Drugs/Stores	1.00
17	Mersey Docks	Drugs/Stores	1.00
18	Smallbone (R)	Drugs/Stores	1.00
19	Prognosis	Drugs/Stores	1.00
20	MEPC (sa)	Property	1.00
21	Formister	Drugs/Stores	1.00
22	Bilco (P)	Property	1.00
23	Priest Marions	Property	1.00
24	Sea Heritage	Drugs/Stores	1.00
25	Home Counties	Drugs/Stores	1.00
26	Davis & Newman	Drugs/Stores	1.00
27	Elle & Eward	Drugs/Stores	1.00
28	Barclays (sa)	Drugs/Stores	1.00
29	Alford-Lyons (sa)	Drugs/Stores	1.00
30	Locks	Drugs/Stores	1.00
31	Cap & Conics	Drugs/Stores	1.00
32	Br Land	Drugs/Stores	1.00
33	Trifford Park	Drugs/Stores	1.00
34	Halsed (James)	Drugs/Stores	1.00
35	Boosey & Hawkes	Drugs/Stores	1.00
36	Crowther (J)	Drugs/Stores	1.00
37	Kenson	Drugs/Stores	1.00
38	Udd Newspapers (sa)	Drugs/Stores	1.00
39	VPI Gp	Drugs/Stores	1.00
40	Watergate	Drugs/Stores	1.00
41	Clarkson (H)	Drugs/Stores	1.00
42	Baker Harris	Drugs/Stores	1.00
43	Bole (John)	Drugs/Stores	1.00

Please take into account any minus signs

Weekly Dividend  
Please make a note of your daily totals for the weekly dividend of £3,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

## BRITISH FUNDS

High Low Stock Price Change % P/E

## SHORTS (Under Five Years)

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## FIVE TO FIFTEEN YEARS

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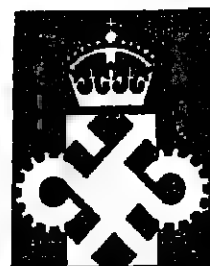




Above: Technophone of Camberley Surrey, which makes one of the world's smallest cellular radio telephones, won awards for both exports and technological achievement  
Below: directors Dr John Webb, left, Robin Shaanon and Raymond Alexander of the Cotswold Pig Development Co.



# The very best of British



Today, the winners of the Queen's Awards for Export and Technological Achievement 1988 are announced. They are the most prestigious awards in British industry, writes David Young

The blue and silver flag that denotes a high degree of excellence in British exports or technological achievement now flies with pride from the flagpole outside one of Britain's most determined companies.

It is a measure of the importance of the Queen's Awards to winning companies, their staff and customers that the company had entered 16 times before being successful.

The name of the company will never be made public because of the policy of the Queen's Award office never to discuss who has been rejected.

This year 145 awards have been made from the 985 companies who applied — 102 for exports and 43 for technological achievement.

A record 12 companies this year won their awards for both exports and technology.

The awards have always been a major source of encouragement for smaller companies and this year is no exception. In the export section, 31 of the winning companies employ fewer than 50 people. In the technology sector, some companies employ only seven people or under.

Although the Queen's Awards have been in existence for more than 20 years, they are still highly coveted by companies as diverse as a big aircraft company making powerful, high technology aero engines and a small firm making tiny pottery cottages which sell by the million in souvenir shops.

Among the strict criteria for winning an award, are that export figures submitted have to be verified by an independent auditor, companies must show a substantial and sustained growth record over a three-year period, and that the export earnings be outstanding.

ing for the products or services concerned.

Companies are also expected to show how they improved their export performance, either by such factors as improved marketing intelligence or new sales methods.

The awards committee also

## The judges

This year's judges were: Sir Robert Butler, the head of Home Civil Service;

John Bolton, an independent member; Sir David Nickson, president of the Confederation of British Industry;

Sir Brian Hayes, permanent secretary at the Department of Trade and Industry;

Sir James Clemenston, chairman of the British Overseas Trade Board;

Jack Jones, representing the Trades Union Congress;

The Earl of Limerick, chairman of the British Invisible Export Council;

John Raisman, an independent member; and

Sir Francis Tombs, chairman of the Engineering Council.

takes into account the expenses involved in improving exports and income.

The high technology companies have again been major winners. The production of a woven material which can be inserted by surgeons in wounds to aid the healing process has won an export award for the Vasutek Division of Coates Vinyella Medical in Scotland.

The high-tech, hand-held phone, beloved by the new breed of city workers, has won both an export and a technology award for Technophone of Surrey.

The City itself has won a

batch of awards for export with Baring Securities winning one for its stockbroking exports; Donner Underwriting Agencies for their Lloyds underwriting; The Lafferty Group for information and conferences.

The awards last for a five-year period and winners can apply for a new award each year if a further separate achievement is made. The presentations are made locally by county Lord Lieutenants at the winning company's premises so that as many of the staff as possible can attend.

However, for many companies the highlight of the presentation system is when the Queen hosts a reception at Buckingham Palace. Each winning company is allowed three representatives at the reception and some ballot staff to choose who will represent the company.

One company, Fastnet Fish (Exports) of Grimsby, which sends frozen prawns and scallops all over the world, will not have to conduct such a ballot — it has only three employees, so they'll all be at the Palace.

The full list of awards starts on the opposite page



Above: Sydney Griffiths, managing director of the Civil Aircraft Division of British Aerospace, with a model of the export-winning BAE 146. Left: The Royal Scotsman moving hotel, complete with restored coaches, owned by the Great Scottish and Western Railway Co.



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\* Mubarako = Congratulations in Hindi.



Northern Engineering Industries plc

مبارک من الأعمال



# Exporters hit the jackpot



Seaford success: Paul Birch, left, Peter Doswell and secretary Anne Sheppard of the Fastnet Fish (Exports) of Grimsby send frozen prawns and scallops all over the world. All three will be at the Buckingham Palace presentation

The following companies have been granted the Queen's Award for Export Achievement:

**ABI Caravans**, Beverley, N Humberside: producer of touring and static caravans.

**APE Displays**, Sutton Coldfield, W Mids: manufacturer of visual display units.

**Abbeycraft Furniture**, Clacton-on-Sea, Essex: producer of reproduction furniture.

**BCS International**, Cardiff: maker of leisure and safety equipment.

**Edward Baker**, Sudbury, Suffolk: manufacturer of pet food.

**Baring Securities**, London, E1: stockbrokers.

**Bennet Engineering**, Lisburn, Co Antrim, N Ireland: precision sheetmetal fabrication.

**Bennett Optic**, Sittingbourne, Kent: producer of cocktail and glass chandeliers, chandeliers, etc.

**Berghaus**, Newcastle upon Tyne: manufacturer of mountaineering, skiing and backpack clothing and accessories.

**Bhavir Pipes & Castings**, Clay Cross, Derbyshire: iron pipes and castings.

**Black Clawson International**, Newport, Gwent: exporter of paper pulp, board and converting plastic machinery.

**Hatfield Unit (Civil Aircraft Div)** British Aerospace, Hatfield, Herts: producer of BAe 146 civil aircraft and spares.

**British Gas On-line Inspection Centre**, Cramlington, Northumberland: provider of pipeline inspection service.

**Brush Electrical Machines**, Loughborough, Leics: maker of electric generators, motors and traction equipment.

**Burleigh Marine International**, Brentford, Middx: exporter of fenders for docks and harbours.

**Sercol Group**, Div of Burnham Oil Trading, Broadstairs, Kent: producer of inks and screen making chemicals for screen printing.

**Cape Contracts International**, Watford, Herts: design and supply of insulation and ancillary materials.

**Casburt Pharmaceutical Equipment**, Longton, Stoke-on-Trent, Staffs: manufacturer of processing equipment for the pharmaceutical industry.

**Chemical Design**, Oxford: molecular modelling software with related hardware and support.

**Churchill Tableware**, Longton, Stoke-on-Trent, Staffs: makers of earthenware tableware and mugs.

**City Technology**, London, EC1: manufacturer of electrochemical gas sensors and accessories.

**Cleveland Potash**, Loftus, Saltburn by the Sea, Cleveland: mining, processing and selling potash and salt.

**Vasculink Div of Coats Vynette Medical**, Inchinnan, Renfrewshire, Scotland: maker of implantable vascular prostheses.

**Cobden Childwick**, Oldham, Lancs: manufacturer of printing machines and paper converting machinery.

**Colloids**, Widnes, Cheshire: producer of master batches and chemical concentrates.

**Consort Hotels**, York: promoting hotel services and accommodation.

**Cotswold Pig Development Company**, Rothwell, Lincoln, Lincs: exporter of pigs for breeding.

**Davy McKee** (Stockton), Stockton-on-Tees, Cleveland: process plant fabrication.

**Deardon Davies Associates**, Hounslow, Middx: exporter of professional audio equipment.

**Dorland Publications**, London WC1: scientific information publishing.

**Donner Underwriting Agencies**, London EC3: Lloyd's underwriting agents.

**Dow Corning**, Barry, S Glamorgan: exporter of silicones.

**F Drake & Co of Golder**, Huddersfield, W Yorks: manufacturer of polypropylene multi-filament yarn.

**Durmech Engineering**, Farnsett, Kingswinford, W Mids: manufacturer of metal processing equipment.

**Dynaport Precision**, Colchester, Essex: manufacturer of automatic assembly machines for electronics and microelectronics.

**Eclipse Blinds**, Glasgow: designs and produces window blinds.



Wealth of talent: stockbroker Christopher Heath, Britain's highest-paid businessman at £2 1/2 million a year, and managing director of award-winning Baring Securities, pictured at home with his wife, Maggie

**Forest & Sawmill Equipments (Engineers) T/A Forester**, Whitchurch, Hants: designs and markets sawmill equipment.

**The Great Scottish and Western Railway Company**, London SW11: tour operator.

**H P Bulmer Pectin**, Hereford: manufacturer of citrus pectin.

**Hawker Sidley Power Engineering**, Burton on the Wolds, Loughborough, Leics: designs and supplies power generation distribution equipment.

**Hepworth & Grandage**, Bradford, W Yorks: maker of pistons, rings and pins for engines and compressors.

**Herga Electric**, Bury St Edmunds, Suffolk: manufacturer of electrical switches.

**Hidden Manufacturing**, Oswaldtwistle, Accrington, Lancs: produces damask tablecloths and napkins.

**John Hine**, Bordon, Hants: producer of miniature cottages for the gift trade.

**Homark Associates**, Parkstone, Poole, Dorset: designs and manufactures draught beer and wine dispensing equipment.

**Hunting Precision Components**, Tonbridge, Kent: manufacturer of precision engineered steel components.

**Husky Computers**, Coventry, W Mids: producer of hand-held computer systems.

**Doncasters Blenhevon Div**, INCO Engineered Products, Blenhevon, Gwent: manufacturer of metal rings.

**Ingersoll-Rand**, Gateshead, Tyne and Wear: maker of pumps and pumping equipment.

**JCB Sales**, Rye, East Sussex: manufacturer of earthmoving and terrain materials handling equipment.

**I&M Kindler**, Crewe, Cheshire: exporter of men's topcoats and jackets.

**Lafferty Group**, London SW1: provider of information for financial services and conferences.

**Lilliput Lane**, Skirsgill, Penrith, Cumbria: producer of handpainted miniature cottages.

**The Electric Actuator Div**, Lucas Aerospace, Bradford, W Yorks: exporter of electromechanical actuators and systems.

**Macalister-Gerrard**, Craigellachie, Banffshire, Scotland: distiller of malt whisky.

**Malvern Instruments**, Malvern, Worcs: manufacturer of laser instrument systems.

**Marine Projects** (Plymouth), Plymouth, Devon: builder of motor cruisers and yachts.

**Wimmer & Smith of Mars Electronics International**, Wokingham, Berks: maker of electronic coin mechanisms.

**Monoclon Refractories**, Old Denaby, Doncaster, S Yorks: producer of refractories.

**Northern Engineering Industries**, Newcastle upon Tyne: designer and maker of power generation, mining and materials handling equipment.

**Oxford Medical**, Abingdon, Oxfordshire: maker of advanced medical equipment.

**Pitney Bowes**, Harlow, Essex: manufacturer of mailing machines and other equipment.

**Polaroid (UK)**, Dumbarton, Scotland: producer of photographic film, cameras and sunglasses lenses.

**Sortanewell Div**, Portals Engineering, Aldershot, Hants: maker of computerized weight grading machines.

**Prochem**, London NW6: provider of computer software for petrochemical and allied industries.

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# The exporters: from fruit to car phones

Continued from page 33

Queenborough Rolling Mill Co, Queenborough, Kent: producer of steel reinforcing bars and plant machinery for rolling mills.

Queensgate Instruments, Ascot, Berks: maker of servo-stabilized scanning interferometers and micropositioning devices.

Rediffusion Simulation, Crawley, W Sussex: manufacturer of flight simulation equipment.

The Regent Bell Company, Watlington, Oxford: maker of bells, bags and leather accessories.

The Elan Div, The Reiss Engineering Co, Binley, Coventry, W Mids: high pressure water washing machines.

Rezodon, Widnes, Cheshire: manufacturer of laundry, household and industrial chemicals.

Reynolds Medical, Hertford: maker of diagnostic medical electronics.

Rolls-Royce, London SW1: manufacturer of gas turbine engines.

Optical Devices Div, STC Defence Systems, Paignton, Devon: maker of optical semi-conductor devices.

Sco-Fro Foods, Glasgow: processor of seafood, soft fruit and vegetables.

Seabourne Express, Barking, Essex: international hauliers.

Seawheel, Ipswich, Suffolk: provides unit load and container transport.

Serono Diagnostics, Woking, Surrey: producer of medical diagnostic immunoassay kits.

Shorika Films, Swindon, Wilts: manufacturer of polypropylene film.

Sigmax, Horsham, W Sussex: design and manufacture of computer graphic systems.

Denial Smith, Wolverhampton, W Mids: maker of cold roll forming machines.

Sperrin Metal Products, Draperstown, Co Londonderry: maker of steel storage equipment.

Pressing & Assembly Div, Stadco, Shrewsbury, Shropshire: producer of vehicle body panels and sub-assemblies.

Technophone, Camberley, Surrey: manufacturer of portable cellular radio telephones.

Tiphook Group, Bromley, Kent: international transport container rental.

Triplex Aircraft & Special Products, Kings Norton, Birmingham: design and manufacture of windscreens.

Varian-TEM, Crawley, W Sussex: manufacturer of radiotherapy simulators.

Verson Wilkins, Darlington, W Mids: design and manufacture of power presses and metal forming systems.

Vickers Instruments, York: manufacturer of measurement and inspection systems.

Walkers Shortbread, Aberlour on Spey, Scotland: exporter of butter shortbread, cakes and biscuits.

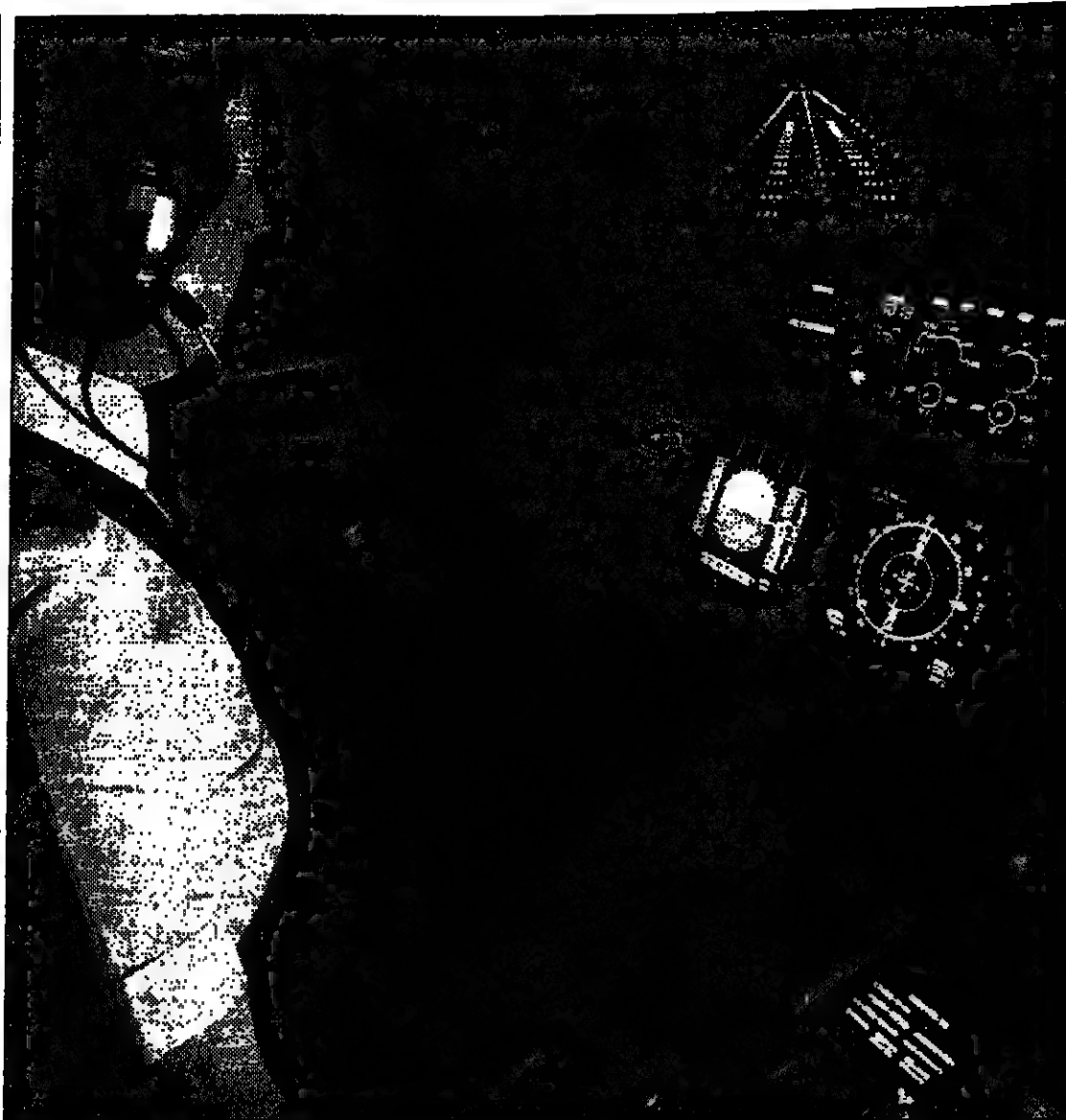
Wardley Export Finance, London EC2: confirming house.

Mostyn Unit, Warwick International, Mostyn, Holywell, Clwyd: manufacturer of specialty chemicals.

Wedgwood Potteryware Div, Josiah Wedgwood & Sons, Barlaston, Stoke-on-Trent, Staffs: maker of bone-china tableware.

A R Wilmshurst, T/A Soundwave, Witham, Essex: manufacturer of amplifiers for musical instruments.

Wilson Jones & Co, Basford, Nottingham: exporter of women's nightwear.



## Simulator sales soar

Last year, Rediffusion earned almost £75 million in exports of advanced technology flight simulators. When completed, the £8 million simulator, pictured left, for the new Airbus A320 will be installed at Ansett Airline's flight training centre in Melbourne, Australia.

More than three-quarters of the company's production is exported and orders stand at a record £200 million. Since 1966, Rediffusion has won five Queen's Awards, for both export and technological achievement.

Rediffusion Simulation is Europe's largest manufacturer of simulator products, employing 2,000 people in Britain and 500 at its subsidiary in Arlington, Texas.

Another form of simulator, used in radiotherapy for cancer patients, has this year led to a double Queen's Award for Varian-TEM of Crawley, Sussex. The Varian machine allows a patient to be moved on a motorized couch through any combination of angles so that radiotherapy can be precisely administered and the software which controls the system can exactly reproduce all the characteristics of all existing radiotherapy equipment.

With the market in the UK limited to the 65 centres where such treatment is carried out, the export market had to be cracked. Varian-TEM has sold its £250,000 machines in America, West Germany, the Irish Republic, Italy and Scandinavia.

New markets recently entered are Taiwan, Malaysia, South Korea, Australia, Russia and China, where the company has already sold six. The company has, like other exporters, faced difficulty in getting into the French and Japanese markets, but it is determined to succeed here too.



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## Fashion at the fast end

Fast delivery dates for chainstores has been the key to success for Wilson Jones, a small company in Basford, Nottingham, which makes nightdresses and housecoats for customers throughout Europe and the Middle East.

The partners — John Willits, left, pictured with Brian Jones — sell own-label goods. The company employs 25 people turning out 5,000 items a week.

"If the goods are correctly designed, manufactured and delivered on schedule we can beat the overseas makers at their own game," say the partners.



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## The Lilliput houses that David and William built

The success of Lilliput Lane, the Cumbrian company, which has won a Queen's Award for Export is staggering. In six years it has risen from a seven-man operation in a converted stable block to one employing 520 people at three sites and with salesmen throughout the world.

The range of tiny, decorative cottages and castles made from Amphorite, a rock-based plaster, and priced from under £10 to nearly £200, are collected avidly throughout the world with 10,000 people taking the company's quarterly magazine.

The company — run by William Dodd and David Tate, pictured left — isn't exactly sure why people buy its products — is it because they don't have a dream cottage and a Lilliput Lane model is the closest they will ever get to owning one? — and is now undertaking market research to find the answer.

However, the products have generated great interest in the United States and Germany, where a special range of German architecture is selling well, and a new castle based on a Bavarian Schloss is set to become a big export earner.

The success has meant that job opportunities have been created in what was an employment blackspot with workers being trained to hand-paint the detailed cottages, which are produced after extensive research to make sure that they reflect the architectural style of an area. An equal success with a



Queen's Award for Export has been achieved by another manufacturer of miniature cottages, John Hine of Bordon, Hampshire. The US giftware trade is the most

British Gas has won awards for both exports and technology with equipment, pictured above, which could at present be burrowing under your feet — a system developed for the internal inspection of gas pipes enabling work to be done without costly excavation and disruption of the gas flow.

The equipment was developed at the British Gas On-line Inspection Centre at Cramlington, Northumberland.

A special vehicle crawls along inside the pipe using magnetic flux techniques to examine the internal surface of the pipes. Data on the condition of the pipe is stored electronically and subsequently analysed by a computer so that maintenance schedules can be planned. The system is also being used by the big oil companies.

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## FOCUS

## THE QUEEN'S AWARDS/4

## Tech takes the prizes

The following companies have been granted the Queen's Award for Technological Achievement:

**AES Engineering**, Rotherham, S Yorks: development of mechanical shaft seals.

**Airpeak Div, Air Products**, Crawley, Cheshire: development of solvent resistant polythene containers using an in-line fluorization process.

**Alston Unit, Civil Aircraft Div, British Aerospace**, Bristol: development of wings for the Airbus A320 Airliner (jointly with The Aerodynamics Dept, Royal Aircraft Establishment, Ministry of Defence).

**The Speciality and Aerospace Div, British Alcan**, Birmingham, Midlands: development of lightweight aluminium alloys for aerospace applications (jointly with The Materials & Structures Dept, Royal Aircraft Establishment, Ministry of Defence).

**Headquarters Technical Department, British Coal Corp**, Stanhope, Brabty, Burton-on-Trent, Staffs: development of an in-seam seismic method for detecting geological faults in coal seams.

**British Gas On-line Inspection Centre**, Crumlington, Northumberland: development of a high performance on-line pipeline inspection system.

**The Research & Development Dept, British Gypsum**, East Leake, Loughborough, Leics: development of an improved kettle for the calcination of gypsum.

**John Brown Automation**, Coventry, W Midlands: development of an automatic system for automotive clutches.

**Vascutek Div, Coats**, Wyvels Medical, Inchinnan, Renfrewshire: development of the Glasteel Tidal non-porous vascular prosthesis.

**Crosrol, Holmfield**, Halifax, W Yorks: development of the Crosrol Mk4 Card high-performance carding machine.

**Cybird, Leighton Buzzard**, Bedfordshire: development of an automated pattern scanning and nesting system for the garment industry.

**The Aerodynamics Dept, The Royal Aircraft Establishment**, Ministry of Defence, Farnborough, Hants: development of lightweight aluminium alloys for aerospace applications (jointly with The Speciality and Aerospace Div, British Alcan, Birmingham).

**Dowty Meco, Worcester**: development of heavy duty armoured flexible conveyors for longwall coal mining.

**Dowty Filtration Technology Div, Dowty Mining Equipment**, Ashchurch, Tewkesbury, Gloucestershire: development of the Dowty "Jet Flush" filter, an automatic self-cleaning filtration system for coal mines.

**Eley, Wotton**, Birmingham: development of a safer method of producing percussion type primers for ammunition.

**The Instrument Systems Div, GEC Avionics**, Rochester, Kent: development of Standard Central Air Data Computers (SCADC) for aircraft.

**GKN Composites**, Telford, Shropshire: development of vehicle leaf springs made from glass fibre and epoxy resin (jointly with GKN Technology).

**GKN Technology**, Wolverhampton, W Midlands: development of vehicle leaf springs made from glass fibre and epoxy resin (jointly with GKN Composites).

**Graseby Ionics**, Watford, Herts: development of a hand-held chemical agent monitor.

**Herga Electric**, Bury St Edmunds, Suffolk: development of fibre-optic sensors.

**Hydraoil**, Gaerwen, Isle of Anglesey, Gwynedd: development of the IBM 9335 high-density magnetic storage sub-system.

**IBM UK Laboratories**, Portsmouth, Hants: development of its IBM9335 high-density magnetic storage system.

**The Systems Engineering and Development Unit, ICL**, Mainframe Systems of International Computers, West Gorton, Manchester: design and application of nodal architectures in the development of the ICL Series 39 "multiprocessor" computer systems.

**IMI Titanium**, Wotton, Birmingham, W Midlands: development of high temperature creep resistant titanium alloys for aircraft gas turbines.

**The Automotive Group, ICI**, Paints Div, Imperial Chemical Industries, Slough, Berks: development of "Aquabase" low-emission surface coatings for automotive vehicles.

**Itel Colour Graphics**, Cheltenham, Gloucestershire: development of electronic colour separation scanners for the printing industry.

**Materials Technology Group, The Laboratory of The Government Chemist**, London SE1: development of glass-ionomer cements for dentistry.

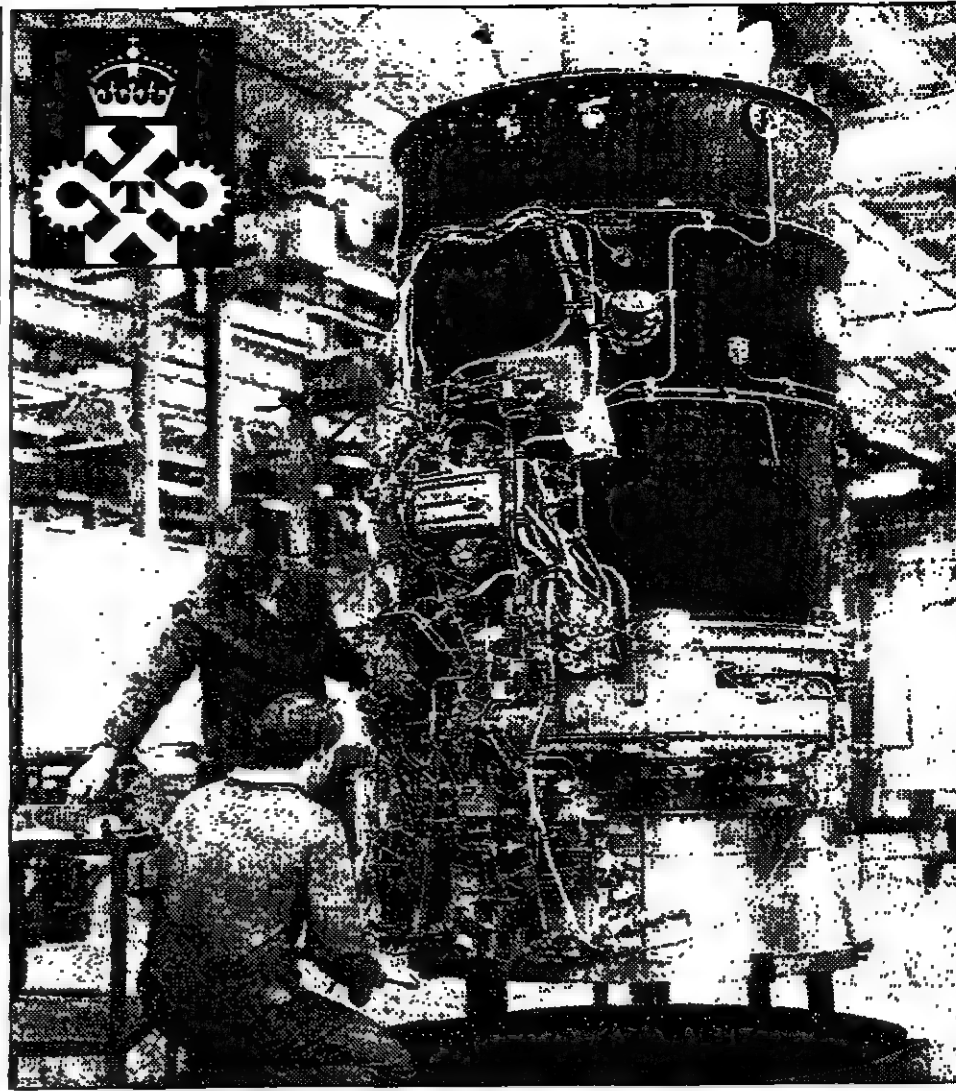
**Malvern Instruments**, Malvern, Worcs: development of an instrument to determine particle sizes using laser light diffraction.

**K S Paul Products**, London N18: development of PolyButylCupryl (PBC), an advanced lubricant with anti-seize and anti-corrosion properties.

**Quantel**, Newbury, Berks: development of "Harry", a digital video recording, editing, processing and compositing system.

**Quasigraphics Instruments**, Ascot, Berks: development of servo-stabilized scanning interferometers.

**Racal Marine Systems**, New Malden, Surrey: development of the "Micro-Fix" microwave electronic positioning system.



**Prizewinner**: the Rolls-Royce Tay turbofan engine, left, built at Derby and chosen for the aircraft of Fokker, Gulfstream and British Aerospace

**Response Company**, Winchester, Hants: development of solid state electricity meters and energy audit systems.

**Reynolds Medical**, Hertford: development of the Pathfinder 3 System for high-speed analysis of long-term electrocardiograms.

**The Tay Project of Rolls Royce**, Derby: development of the Tay engine.

**Safecom**, Ashbourne, Derbyshire: development of an electronic communications and safety system for use in mine shaft cages.

**Sigmax**, Horsham, W Sussex: development of the 6000 series of computergraphic terminals and generators.

**Technophone**, Camberley, Surrey: development of the C105 Pocketphone pocket cellular telephone.

**Thorne Engineering Co**, Norwich, Norfolk: development of the Thorne Polyslicer versatile high-speed industrial food-slicer.

**Tunnel Refineries**, London SE10: production of vital gluten and glucose syrups from British wheat.

**Varian-TEM**, Crawley, W Sussex: development of the Ximatron C series of radiotherapy simulators.

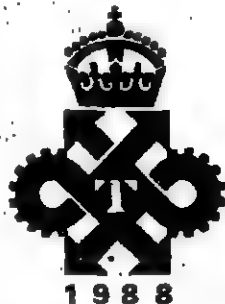
**Vickers Instruments**, York: development of a fully automated optical measuring instrument.

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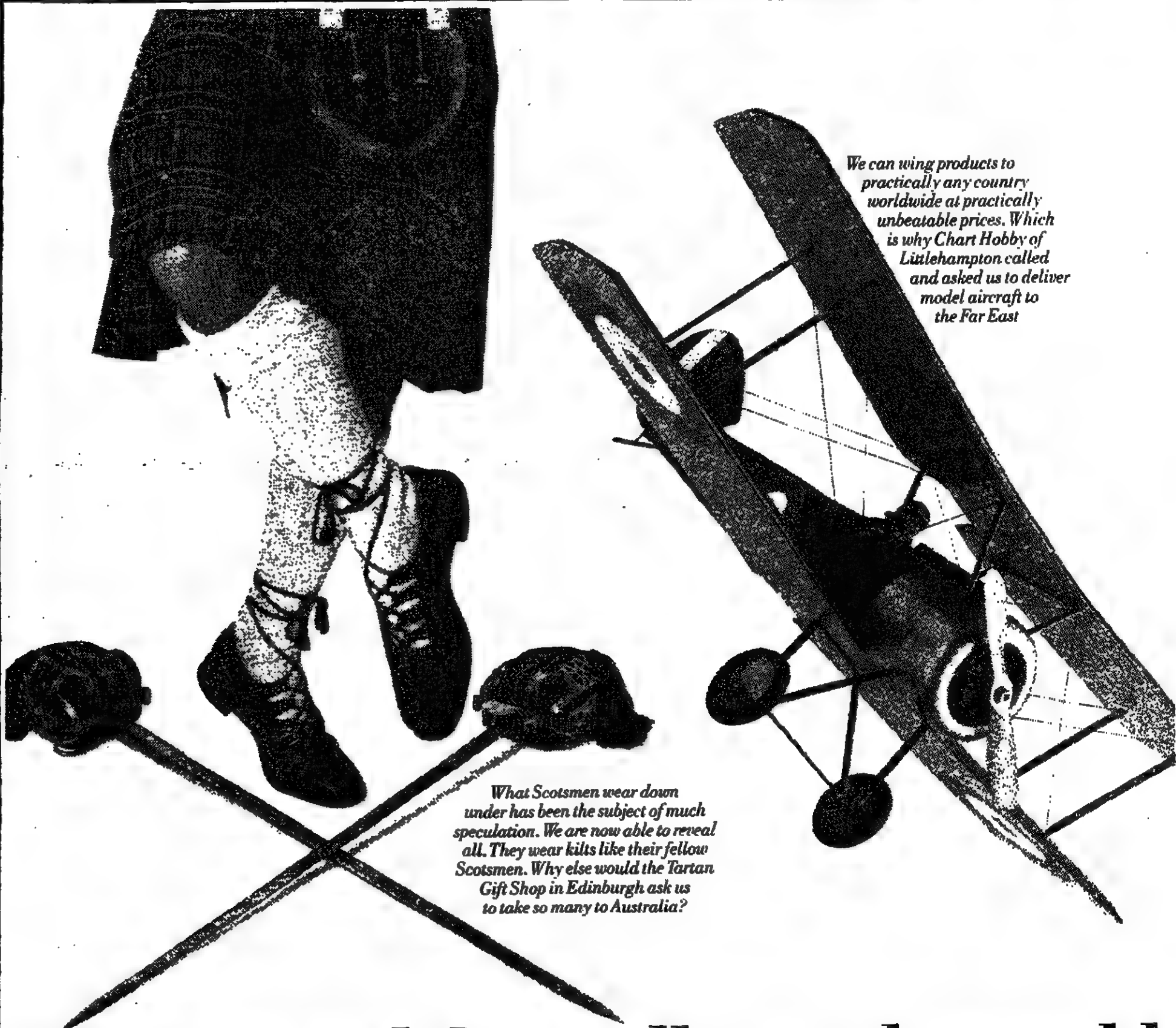
*A point of Etiquette.*

AS YOU and your colleagues lift your glasses to the Company and its Queen's Award this year, may we discreetly raise a matter of etiquette? It would surely be a gaffe amounting almost to *lèse majesté* to celebrate a triumph of British Industry with anything other than a properly British measure of success!



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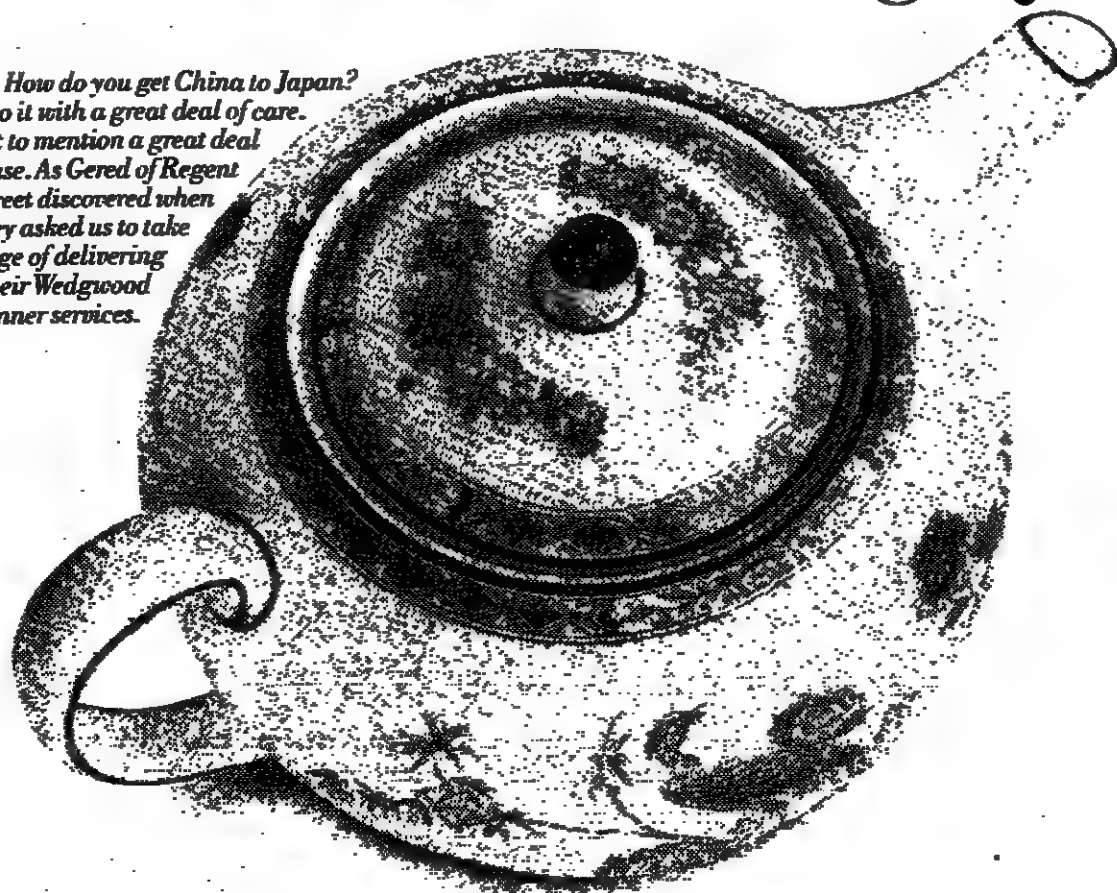


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## GENERAL APPOINTMENTS

April 21, 1988

Tony Martin, of Alfred Marks, describes the changing face of his work in finding highly trained people for business

The time is 3am, the location central London. While the rest of the city sleeps, a team of workers is answering customer complaint letters for a national retail chain. Yet the night workers have no connection with the retail organization. They are part of the bureau services division of a recruitment consultancy.

Those of us who have ever written to complain to a retail organization about poor service or product quality often have a vision of a top executive lambasting an employee as a result. While that vision may be good for our self-esteem, it is unfortunately not realistic.

Answering customers' complaints is just one of an increasing variety of tasks that large companies are contracting out in the interests of paring down their own full-time payrolls to a "core" of essential staff.

It need not conflict with the service ethic: in the case of complaint letters, the statistics on complaints answered are fed back by the subcontractor to the client, who is then in a position to rectify identified problem areas. And if problem areas can be identified quickly and cost-effectively, large businesses can compete more efficiently in mass markets.

The efficient use of personnel is a consideration that has spawned

a boom in the services offered by the human resources sector, and which has been given greater impetus by the development of new technology.

One fundamental example is training. Recruitment consultancies, particularly those providing office staff, would soon be out of business if the staff they supplied to their clients were not adequately trained in new technology.

The office systems training facilities that they set up to meet this need also provide training on a contract basis for the existing staff of both large companies that prefer to use external training and companies not of a size to have such resources of their own.

The momentum generated by the rapid pace of technological development has resulted in such a wide range of systems and software packages at some recruitment consultancy training centres that they now have a pool of in-house expertise that is being put to work in other areas as well.

The net result is that it is now possible to provide consultancy on systems installation and software packages, and consultancy on ergonomics. Managers of external companies considering installing personal computers or choosing software can come to the office systems centres and gain hand-on experience of almost every type there is.

## The recruiters can now supply their clients with experts

In at least one case, equipment manufacturers themselves now use this expertise to seek independent opinions of their products on neutral territory, and seminars are held for manufacturers throughout Europe to enable them to review their equipment in relation to the changing needs of the market-place.

The bureau services, training, data conversion and office systems consultancy services that have grown from the boom in new technology are a far cry from the days when a recruitment agency simply filled the need for new staff. But the expansion of services that is becoming such a significant feature of the industry goes beyond new technology: it is beginning to encompass human resource management as a whole.

The management skills needed to run a complex network of subcontracted services, and the experience of personnel issues gained from talking to thousands of personnel managers a year, are now being put at the disposal of organizational clients.

The growing demand by companies for external human resource management is leading to the development of complete personnel-planning portfolios ranging from forecasting likely needs for staff, through recruiting and training the various kinds of workers wanted, to motivating and monitoring them when they are in post. Organizations that are

poised for large-scale expansion or have intermittent needs for the more sophisticated techniques of human resource management are particularly likely to benefit from such consultancy.

But there is a further kind of skill developed by the recruitment sector that is becoming even more important as the structure of working patterns changes. It is expertise, not only in "personnel" management of a workforce as a whole, but in "personal" management of particular workers as individuals.

One of its effects is to enable people to use temporary work as a career-development process. A junior secretary, for instance, who



lines looks likely to be in increasing demand as employers reduce their full-time payrolls to the core of managers and others directly needed to produce and sell their products. Since this is likely to transcend the secretarial sector where it is now rooted, more and more specialists in other disciplines such as personnel and computing will be turning to temporary employment.

If they are to obtain an adequate supply of assignments, they will need more than highly developed expertise in one particular field. They will need to have additional abilities and resources that the typical specialist worker rarely possesses — the marketing, financial and other managerial skills to keep themselves in business, and the facilities and time to keep abreast of advances in their professional field.

Fortunately, however, those abilities and resources will be readily available to those on the payrolls of the recruitment sector. Before long many more professionals will be following the trail blazed by their secretarial and clerical counterparts in search of the personal management the sector has learned to provide.

Tony Martin is managing director and chief executive of the Alfred Marks Bureau, the leading recruitment consultancy company.

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Due to continuing expansion we require Experienced Valuers with an Auction Room background to work with our increasing number of Offices throughout the Midlands and North.  
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The following staff is required:  
1. GENERAL MANAGER.  
Minimum 2 years experience in budgeting and supervising a chain of associated restaurants. Salary £20,000 p.a.  
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Creates new dishes, improve and control food standard. Minimum 5 years experience. Salary £17,000 p.a.  
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8. HEAD CHEF de Japanese Cuisine.  
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for details between  
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01-481 4481

# GENERAL APPOINTMENTS

01-481 4481

## COMMERZBANK

Ist „Portfolio Management“ oder „Institutional Sales“ Ihre Stärke?  
Prüfen Sie, welche Perspektiven sich Ihnen auf dem Kontinent bieten.



Die 1870 gegründete Commerzbank ist eine der führenden deutschen Universalbanken – mit einer umfassenden Palette von Dienstleistungen für private und institutionelle Kunden, mit einem weltweiten Netz von Stützpunkten und Verbindungen. Die Hauptverwaltung der Gruppe befindet sich in Frankfurt, dem rasch wachsenden Finanzzentrum im Herzen des europäischen Kontinents. Institutionelle Anleger werden im Bereich „Institutional Sales“ durch Spezialisten der Commerzbank, im Bereich „Portfolio Management“ durch die Teams zweier Tochtergesellschaften betreut. Geplantes Wachstum und ambitionierte Zielsetzungen für die Zukunft sind der Anlaß, die Expertenteams weiter auszubauen. Vor diesem Hintergrund möchten wir Kontakt aufnehmen mit Professionals, die dynamisch und mobil genug sind, die Planung einer zukunftsorientierten Bank zur Grundlage ihrer persönlichen Neuorientierung und ihres beruflichen Fortschritts zu machen. Eine Tätigkeit auf dem Kontinent, in einer der attraktivsten Städte der Bundesrepublik Deutschland, ist ohne Frage eine Herausforderung an alle Ihre fachlichen und persönlichen Fähigkeiten. Es könnte aber genau das sein, was Ihnen das Tor zu einer

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Herrn Dr. Heinz Hockmann,  
Managing Director, Commerz International Capital Management GmbH, (069) 71 91 22 25

Herrn U. D. Bolstorff,  
General Manager, Institutional Sales der Commerzbank AG, (069) 13 62 26 61

(wenn Sie wünschen, rufen wir Sie zurück).

Oder schreiben Sie uns – z. H. Herrn Helmut Lindenau, Commerzbank AG, Zentrale Personalabteilung, Postfach 100505, D-6000 Frankfurt am Main 1 –, was Sie bisher gemacht haben und welche Vorstellungen Sie für Ihre Zukunft haben. Vielleicht finden wir eine gute Verbindung Ihrer und unserer Möglichkeiten.



ROBAND holds a pre-eminent position in the U.K. as a prime contractor to the MOD and is now expanding into world-wide markets with a state-of-the-art range of in-house funded military power supplies for air-borne, missile, ground and ship equipment.

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L.V. and E.H.T. SUPPLIES

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with C.A.D. EXPERIENCE

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First class salaries with appropriate fringe benefits are offered to successful candidates.

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The Managing Director, Roband Electronics Ltd., Charlwood Works, Charlwood, Surrey, RH6 0BU.

## MANAGER QUANTITATIVE SUPPORT

Investment Performance and Evaluation

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An understanding of investment performance coupled with strong leadership skills and a flair for statistics will be essential: familiarity with computer modelling techniques would be ideal. Above all, they seek the maturity to improve reporting systems and maintain good relationships with both clients and consultant staff.

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Substantial salary and benefits will reflect the importance and seniority of the role in a company where career prospects are excellent.

Please send full career details to Alan Forrest, Strategic People Recruitment, The Range, Dockett Eddy Lane, Shepperton, Middlesex TW17 9NT. Tel: 0932 563213/567257. (Evenings/weekends on 0628 749877).

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You are a successful secretarial recruitment consultant with at least two years experience, a visible track record and confidence in your ability to work on your own account.

We are a consultancy with a difference. Our consultants each have an excellent reputation in the secretarial market place and we believe professionals should be allowed to work to their high standards without interference. We offer the right people the advantage of running their own business within ours, which will provide all the administrative back-up necessary to ensure success.

On budget earnings for temporary controllers and permanent consultants will be circa £30,000 per annum with no limits. If you are interested please apply with CV as individuals or in groups to Rowena Curdod, 3rd floor, 22-23 Princes Street, London W.1.



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WITH ENTREPRENEURIAL  
INTEREST

We seek an experienced Chartered Secretary probably aged between 35 and 45, who can deputise for the Partners in a wide range of services, including Company Secretarial Services to many companies large and small, involving Board meetings, statutory and Stock Exchange requirements, pensions, insurance, leasing etc., company formation and searches, consultancy services for financial institutions and accounting services.

The successful candidate can look forward to interesting career prospects which could lead to a partnership and financial involvement.

Write with full C.V. to Michael McHaffon FCIS, McHaffon Sutcliffe Partnership, 48 Grafton Way, London W1P 5LB

## WOULD YOU FIT INTO FINANCE?

Some people fit into it very well. Especially young people who enjoy achieving and achieving fast. We're looking for determined men and women aged 21-40 who can make the most of all the training and back-up a successful, expanding organisation like ours can provide.

We're looking for dynamic individuals to join a highly professional team providing specialist advice on all aspects of personal and business finance including taxation, mortgages, pensions and insurance.

We're looking for motivated people who can take advantage of a superb career opportunity and who have the potential to join a management team after an initial period.

Now, do you think you'd fit into finance? If you do, simply phone Selection Staff on 01-754 6786.

## PALL MALL MONEY MANAGEMENT

A subsidiary of the Chase De Vere (Pall Mall) Group of Companies offers vacancies for trainee consultants. High income potential and real long term career progression.

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## LINKLEASE FINANCE (LONDON) Ltd

### FULLY EXPERIENCED FINANCE/LEASING ADMINISTRATOR/ MANAGER

Link Lease (London) Ltd are seeking a fully experienced Finance/Leasing Administrator to take control of our finance company and general leasing operation. This position would ideally suit a Branch Manager currently employed with a finance or leasing company. You will need experience with completion of general records and documentation and dealing with corporate proposals and company accounts and information in respect of their funding and financial requirements. A gross package of around £30,000 p.a. will be offered to the right applicant together with other benefits.

For an interview contact:  
Mr. C. Smith or Mr. J. McCreese  
Tel: 02497 - 71401 ext 7.00pm

## AGB

### ADVERTISEMENT SALES EXECUTIVE

Office Equipment News, the flagship of AGB Business Publications and the leader in its market, is looking for a young, energetic person to join its sales team. The successful applicant will probably be in their early twenties with some sales experience, although not necessarily in publishing, but he/she will have most of all of the following qualities: creative, forceful and systematic, alert and a good communicator, eager to succeed with a liking for responsibility.

A good salary with an excellent commission scheme is available for the right person together with a company car.

The company offices are in the West London suburb of Eastcote, 25 minutes by tube from the West End, 10 minutes from the M25 and 10 minutes from the new Harrow shopping centre. If you would like to be part of the continuing OEN success story, send your C.V. to Personnel Department, AGB Business Publications, Audit House, 295 Field End Road, Eastcote, Ruislip, Middlesex HA4 8LT quoting reference: TWENISE.

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UNIQUE OPPORTUNITY with major International Moving Company based in London. Successful candidate must:-

- have PROVEN leadership and sales record
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493 9993  
49 South Molton Street, W1

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Responsible young person (18-25) required to assist Director of property and estate agents. Must be energetic, motivated and have a good knowledge of the property market. Salary £16,000 p.a. plus commission. Please send CV to: 28 South Molton Street, W1 1JL

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Range £25-30k + car + benefits

Reebok is a rapidly expanding and highly profitable company in the world of sports footwear and associated goods. Due to our phenomenal growth around the world, we are looking for two graduate level marketers with at least five years' sales/marketing experience to build the business in two key regions:-

Position 1: Based in Bolton: Southern Europe and the Middle East

Position 2: Based in Hong Kong: Japan and S.E. Asia Reporting the General Manager, Far East.

You will be responsible for directing and co-ordinating the marketing of the Reebok brand in the region, working with our local subsidiaries and our appointed distributors.

The challenge – and potential of these regions is immense. Reebok is a highly entrepreneurial company, and you will enjoy the freedom to identify and develop new business opportunities.

Both positions involve substantial overseas travel, and you must have the maturity and resilience to operate confidently in a range of business environments: the ability to motivate and manage distributors is especially important. A background in international marketing would be an advantage.

Salary will be supported by a comprehensive package of benefits including a generous performance related bonus. There is a housing allowance for the Hong Kong position.

Please write with full career and salary details to The Personnel Manager, (RCE), Reebok International Ltd, Reebok House, Silverwell Street, Bolton, BL1 1PP.

Reebok. Because life is not a spectator sport.

## Head of Administration £28,000

The National Museum of Wales has just completed a fundamental review of its management and administrative systems. A new appointment, the Head of Administration, is now needed to pivot and co-ordinate the implementation of the radical changes resulting from this review.

Reporting to the Director of the Museum, the Head of Administration, a member of the Senior Management team, will have overall responsibility for the finance, personnel, building and establishment functions.

Candidates, perhaps in their forties or fifties will be graduate standard with ideally a professional management qualification. You will be experienced in general management and administration at the most senior levels and bring to the job a high degree of financial literacy, and the motivational skills essential to the successful implementation of change.

The job requires inter-personal and management skills of a high order. The initial contract is for a period of 3 years. If you would like to apply please write with your C.V. (Ref 5838) to Edwina Wright, P-E Inbucon Ltd, 34 Grosvenor Gardens, London SW1W 0DH.

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01 278 3726 or 01 278 3674

## SALES EXECUTIVES LONDON/HOME COUNTIES/CITY

Prestigious Office furnishes in central London seek Sales Executives for the above areas. Candidates must be aged 24-45 yrs with successful sales track record, enthusiasm & ambition.

Salary A.A.E.

Please send CV to Personnel Office  
HILL & NOYES 23 BRUTON STREET  
LONDON W1  
01 499 4254

## PR ACCOUNT ASSISTANT

For prestigious financial PR/communications company backed by leading city institution. Position offers good career opportunity for enthusiastic candidate. Experience in accountancy, merchant banking, stockbroking or financial PR an advantage.

SALARY £12-14,000 neg.

Candidates should write enclosing their C.V. to:

Mr. R. Cross  
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Stamford House  
3-5 Old Bond Street  
LONDON W1X 3TB

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# HORIZONS

A guide to career development

## Managing the managers

British management culture, says an expert, leans towards industrial Darwinism in which the fittest somehow survive and transmit their knowledge in the process. Godfrey Golzen reports on new measures to help counter this



Roger McCormick: "Management a form of industrial Darwinism"

The publication of the Handy report, *The Making of Managers*, last April highlighted the wide margin by which Britain was falling behind competitors in producing properly-trained managers. Its message has spurred a proliferation of courses for Masters of Business Administration, but the output will still fall far short of demand.

Roger McCormick, director-general of the Association of MBAs, says that only 12,300 of the 90,000 people who enter management roles each year have any form of business education. Furthermore, relatively few of those who become an MBA enter industry, preferring management consultancy and financial services.

Some question the practical value of what they regard as an academic course of study. British management culture.

### A management diploma studies a prerequisite

says Mr McCormick, leans towards a form of industrial Darwinism in which the fittest will somehow survive and transmit their knowledge in the process.

But the British Institute of Management is now preparing a counter move by linking education to practice and to competency.

"Competency is generally taken to mean a set of skills", says Graham Milborrow, the BIM professional development director. "But it's much more than that. It's a mix of attitudes, aptitudes and personal qualities which make up the underlying characteristics of a manager. They're all closely linked. If one ingredient is missing, other competencies become less soundly based."

Some of these attributes sound largely innate, but the BIM contends that even those are capable of being developed by a type of post-experience training not available in the academic world: coaching by tutors experienced in judging people as well as business situations and drawn from line managers within the

students' own organization so that what is studied is also relevant to the culture in which they find themselves.

To establish the content of such training, the BIM conducted a survey of branch chairmen about the competencies most in demand. This resulted in a list of some 28 topics, headed by a leadership, business planning, budgeting and managing change.

The institute acknowledges the difficulties of applying absolute criteria among so many variables, so it has divided its new qualification, the Diploma in Management Practice, into Parts 1 and 2, each of six modules.

The first six form a mandatory foundation course and include managing people, communication, problem solving and interpreting financial data. In the second and longer part, students choose a further six from 12 options, such as negotiating, marketing and the management of change.

There is also a precondition to Part 1: students must first have taken a diploma in management studies, or some equivalent accredited and theory-based course.

The Practice Diploma does not involve passing exams; but rather represents a general assessment of competence in the various fields of study that are undertaken. But it is not an easy option, either for students or for the firms which agree to offer it.

For students, the diploma, ideally taken over two years, involves some 1,200 hours of work, the equivalent of seven full-time months. Study is envisaged as being mostly a spare or part-time activity, though it also involves regular two-day assessment sessions and simulation exercises.

The costs are quite high. The registration fee for individuals is £800 for Part 1 and £1,200 for Part 2. This covers student packs, distance learning materials and the assessment procedure. However, the BIM expects that the majority of its students will be sponsored by their employers, for whom there is a corporate rate offering economies of scale.

For tutors, there is a week-long certification course which costs £500, but money may be the least of the commitments which employers are being asked to undertake. The recommended ratio of tutors to students is no more than 1:6 - equivalent to that between professionals and trainees in accountancy practices.

The BIM envisages that formal full-time tutoring will take only a day a month, but the real demands on the time of line managers may be much greater.

"It isn't just a teaching role", says Mr Milborrow. "It's going to be a continuous process of guidance, mentoring and counselling."

Nevertheless, he does not believe it will be a distraction from the managers' line responsibilities. He says that tutoring will also be a learning process for them. "It will be making a valuable contribution to developing their own skills in delegation, grooming successors and appraising performance."

As for the argument that the benefits of management training often accrue to the next firm the trainee joins, having increased his or her value in the jobs market, he believes that employer-sponsorship of transferable qualifications will before long come to be a benefit offered as a recruitment incentive, like a transferable pension.

He cites the example of accountancy practices which offer training without agonizing over the fact that they may lose some of their trainees to competitors.

For students in medium-sized and small firms which feel that they cannot relate to in-house tutoring, the BIM will also be conducting courses

### BIM courses held at regional centres

at its own regional centres. There will eventually be an opportunity for free-lance trainers with an appropriate management background, but as yet it is too early to assess the demand.

However, the response from member firms to the pilot programmes that are now running has been enthusiastic. More than 1,000 executives have expressed an interest in becoming tutors for the new diploma, starting in November.

The ultimate object of the BIM's initiative is that the diploma will be one of the qualifying strands for becoming a chartered manager.

The value of trying to professionalize management with a string of letters is a somewhat debatable issue, but there can be no doubt that the future of British industry depends on making managers more professional.

• The British Institute of Management Management House, Cottingham Road, Corby, Northants NN17 1TT.

## GENERAL APPOINTMENTS

### A CAREER IN UNDERWRITING

GERMAN SPEAKER CITY

Richard Scambler, Personnel Director.  
THOMAS MILLER & CO.,  
International House, 26 Creechurch Lane, London EC3A 5BA  
Telephone: 01-283 4646

The Through Transport Club is the world's largest and most experienced insurer of the container and unit load industry. Continuing growth leads to a requirement for an underwriter who will join a European area team in London and specialise in operations in the German and Central European market.

Your responsibilities will include extensive liaison with clients and brokers with the object of servicing existing accounts and generating new business. You will be expected to acquire substantial knowledge of the Central European business environment together with an understanding of insurance and the transport industry. A significant amount of European travel will be required. You must offer:

- education to degree level preferably in law or business studies
- fluency in German
- negotiating and presentational skills
- commercial flair combined with numeracy and, if possible, computer literacy

If you are in the age range 24-28, have experience of, or an interest in, the transport sector and wish to be associated with a prestigious and expanding business please send full educational and career details to:-

### BERLITZ MANAGEMENT TRAINEES

Expanding International Company, specialising in language services to companies, seeks articulate dynamic graduates for career positions.

Candidates should speak at least one European language and ideally have had some sales experience in the service sector. They should also be prepared to take up branch management positions in the Midlands or North of England, probably within a year, after gaining appropriate experience mainly in sales in London. First year earnings will be within a range of £10,000-£12,000.

Written applications only should be sent with a CV to: Roland Morgan, Berlitz Schools of Languages, London W1A 3BZ.

### SENIOR RESEARCHER EXECUTIVE SEARCH IN FINANCIAL SERVICES SECTOR

An international Executive Search firm operating exclusively in the financial services sector is seeking to appoint a senior researcher for its London office.

The researcher will be responsible for building up and maintaining the relevant data base and establishing and developing contacts at high levels in the investment banking, investment management, broking and other related areas.

Candidates should possess analytical and persuasive skills and have previous experience in the financial services sector or a related field.

Ideally, candidates should have a University degree and be in the 25-35 age range. Fluency in a Western European language would be useful. Remuneration for the right candidate will be generous and career prospects excellent.

Apply to:

THE CHIEF EXECUTIVE  
THE WHITNEY GROUP (EUROPE) LTD  
30 ST JAMES'S ST  
LONDON SW1A 1HB  
01 925 1099

## ENGINEERING



AMOCO CHEMICALS U.K. LIMITED

### Sales and Service Engineer

Duties will include sales of our production and stimulation chemicals.

The successful candidate should possess a Degree or HNC in Chemistry/Chemical Engineering and have 5-7 years' onshore and offshore oilfield experience in crude oil and produced water chemical treatment. You should have gained technical experience and have proven ability in the evaluation and application of chemicals to control corrosion, scale, emulsions, etc. in oil and produced water operations. Field experience in aqueous applications of scale inhibitors is of particular importance.

An aptitude and ability in the processing of documentation with attention to detail and follow-through is essential. Preferably with a strong sense of self-motivation and independence, combined with a high degree of common sense, you should be willing to work offshore in the North Sea and to travel throughout the U.K. and Europe. In this respect a second European language would be an advantage.

The position, based in Aberdeen, carries a competitive salary and a range of benefits commensurate with the qualifications and experience required.

Potential candidates should apply in writing, or telephone for an application form to reach us no later than April 27, 1988.

Nigel P. Boos, Amoco Chemicals U.K. Limited,  
Wood Environmental Centre,  
Greenbank Crescent,  
East Tullos,  
Aberdeen AB1 4BG  
Telephone (0224) 872667.

### PRODUCT DESIGN ENGINEERS

Cameron Iron Works in Leeds, manufacturers of pressure control equipment used in the drilling and production of oil and gas wells, require Design Engineers and Design Draughtsmen.

We have immediate opportunities for applicants preferably with experience in our specialised type of product, with good background in general medium/heavy product design engineering and the versatility to adapt quickly to new type of work in an industry at the leading edge of technology.

We also have opportunities for applicants who are recent graduates, full training will be given.

Suitable applicants will hold a good Degree in Mechanical Engineering for Design Engineers and a minimum HNC qualification for Design Draughtsmen.

Age is not important, but drive, initiative and true engineering design or draughtsman ability are essential qualities. Salaries and conditions of employment are designed to attract and retain high calibre professionals.

Applicants interested in this career opportunity should send a brief Curriculum Vitae to:

The Personnel Manager, Cameron Iron Works Limited, Queen Street, Leeds LS10 1BS.

Cameron



### EUROPEAN SALES EXECUTIVE

We are one of the UK's leading thermostat plastic injection moulders, with world-wide sales around 24M and growing.

Our expansion now requires the appointment of an ambitious sales executive, aged 24-27 years, who, having obtained a good grounding in sales, feels ready to settle into a career with a dynamic company where initiative and drive will be well rewarded.

He/she will join a small sales team to handle UK and European sales moulded components to major manufacturers. French or German fluency is essential. Willingness to travel abroad is essential. Knowledge of the plastics industry, whilst desirable, is less important than professional drive and a single minded enthusiasm. The successful applicant will report directly to the Sales Director.

The financial package will include a good salary, car, pension scheme and private health insurance. Promotion prospects are excellent.

Write with c.v. to: David Leigh, Sales Director, Hemo Mouldings Limited, Wolverhampton Road, Oldbury, Warrley, West Midlands B69 4JL

HEMO  
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### SOUTHERN AREA MANAGER

Staff have Vehicle Rental Package £512,000 - Car

Proven experience at management level in major rental company or substantial Dealer-based rental operation essential. The preferred candidate will have a thorough understanding of the business aspect of Fleet, be a good communicator and willing to travel extensively within Southern England.

The successful candidate will be part of a small team of specialists involved from the outset in the development of a national dealer based rental operation. This is a challenging and permanent career opportunity with an established and widely respected management services organisation.

An attractive remuneration package is offered and assistance with relocation will be considered if required.

Please submit full CV in confidence to Miss Carol Smith, Group Administration Manager, Network Group, Chantry House, Sandon Road, Houghton Regis, Bedfordshire LU5 5LR.

### RESEARCH ASSISTANT

Knightsbridge to 14k + benefits

Graduate with computer related degree and two years + exp in sample for information technology div. of prestigious Executive Search consultancy. Career progression offered to a self-starter with excellent communication skills.

Call Jacqueline Lohman on 01 629 9157.

Susan Hamilton Personnel Services.

### ART GALLERY

Bright intelligent Gallery

Assistant required to work in Road St Art Gallery, Excellent opportunity to progress in Artworld: Age 19 through to 25. Clean driving licence and good appearance essential. Please send CV to BOX 484.

We are an established independent firm of estate agents searching for a person in our Battersea Park office.

A previous local city sales experience is offered. Interviews are offered. Please telephone or write with c.v. to:

Charles Lohman, Director & Partner, 230 Battersea Park Road, London SW8 3NJ. Tel: 071-491 9477

### Commercial Development Manager

Excellent Salary + Car  
Wilmslow, Cheshire

Whitecroft plc is a highly successful, rapidly developing group, operating in the textiles, building supplies, lighting and property development sectors.

Your responsibility is to contribute to our strategic development by identifying, researching and participating in future acquisitions and by providing market research services and advice to the senior management of group companies.

Probably a business graduate (Economics/MBA), aged 30+, it is likely that you will have had experience of business development and strategic planning within a PLC. This is an extremely visible position, with a high degree of involvement at Director level; first class communications skills are therefore essential.

Benefits are those expected of a large group and include relocation expenses, where appropriate.

Please write, with full personal and career details to: Dr R J Galt, Group Personnel Manager, Whitecroft plc, 51 Water Lane, Wilmslow, Cheshire SK9 5BX.

WHITECROFT



### INSPECTORATE

### GENERAL MANAGER

Circa £30,000 p.a. + bonus + car

Inspectorate Griffith is one of the leading international companies involved in the inspection and analysis of commodities, minerals and metals. Customers include major producers and consumers of commodities as well as government agencies throughout the world.

A general manager is required for our Witham H.O. reporting directly to the Divisional Director.

Responsibilities will include:-

- day-to-day operational management of the Company
- administration and financial control working within Inspectorate Group policies
- liaison with other Inspectorate overseas companies in areas of mutual interest.

Applicants must have experience in managing a business within the service industry sector, a knowledge of inspection procedures would be preferable but not essential. Equally important is the ability to motivate and lead a small management team.

Please write with full C.V. to:  
R.D. Elliott, Group Personnel Director,  
Inspectorate UK Holdings Ltd,  
Loddon House, Loddon, Norfolk NR14 6JQ.

### A CAREER IN RECRUITMENT

YOUNG PROFESSIONALS IN RUSKIE, RUSKIE, AIDLEIGH AND HAMPSHIRE  
ARE YOU THE RIGHT PEOPLE HEADING IN THE 'WRONG' DIRECTION?

As the UK's leading specialist recruitment consultancy, we recruit highly motivated graduates who, having chosen an accountancy path, now long for early responsibility, remuneration based on results rather than length of service and genuine prospects for management in the short term. Due to the launch of our new PUBLIC PRACTICE DIVISION in the Home Counties, we seek to recruit and fully train more of the same throughout the region. If any of the concepts in this advertisement 'sound right' or you would like to find out more about these exciting and challenging career opportunities within a rapidly expanding company, please call Fay Bishop, General Manager - Public Practice - Home Counties Division on 0483 64692 or write to her at the address below.

Accountancy Personnel  
72/74 High Street,  
Guildford GU1 2BE.

### The Medical College of St.Bartholomew's Hospital

(University of London)

West Smithfield, London EC1A 7BE

### DEPUTY SECRETARY

SALARY c £25,000

Applications are invited for this new post which has been created to assist the College Secretary in planning and executing the move of the Pre-clinical School from Charterhouse Square to Queen Mary College in 1990, and the development and operation of the Charterhouse Square site thereafter.

This is a key role and requires a first class administrator. University experience, although desirable, is not essential.

Further particulars may be obtained from the Personnel Officer at the above address (or telephone 01-505 7404) to whom written application in the form of a full CV with the names and addresses of three referees should be made by the 13th May, 1988.

### SCOPE AND INVOLVEMENT

Assistant Administrator

£11,500 + fares paid

Opportunity to join a well known City organisation and see behind the scenes of international equity markets. You will assist with admin for a host of financial committees - handling high level communication, attend meetings, draft agendas and compile minutes. Leave the typewriter behind for this fast moving environment with a demanding boss who will involve you totally. Essential are: a Degree or 'A' Levels, an interest in finance, strong admin experience and the ability to write a concise report and communicate effectively. Age 23-30.

LOVE + TATE

Recruitment Consultants

01-283 0111



01-481 4481

**BANKING & ACCOUNTANCY**

01-481 4481

**MAJOR INSURANCE GROUP****I.C.S.A. QUALIFIED (OR PART QUALIFIED)**

Aged 21-25 Years

**COMPETITIVE SALARY AND EXCELLENT BENEFITS**

We are currently recruiting on behalf of a major Insurance Group, a Senior Assistant for the Legal Services Unit at the Head Office of its holding company in the City of London.

If you have passed the I.C.S.A. Part III examination or above in the company secretarial stream, are aged 21-25 years, enjoy working as part of a team, are well organised and methodical and able to work to tight timescales, we would like to hear from you.

To discuss this opportunity further, please contact Liz Robins at Badenoch & Clark on 01-583 0073 (24 hours).

OUR CLIENT IS AN EQUAL OPPORTUNITIES EMPLOYER.

**SYSTEMS ACCOUNTANT**

£20,000 +

Our client is a market leader in the provision of news retrieval systems. They now require a qualified accountant to develop their computer based financial reporting system and provide a systems support role. Candidates will have extensive involvement in maintaining the efficiency of information systems and must have the ability to work to strict deadlines and the initiative to succeed in a demanding role.

**COMPANY ACCOUNTANT**

£22,000

A qualified accountant aged 27-30 with 3-5 years PQE is required by this large engineering group.

The successful candidate will take responsibility for running the accounts department, production of statutory accounts and consolidations. There will be scope for further development of the computer systems and involvement in joint venture projects.

For details of either position, please contact Jayne Smith, David Fyles, Hugo Hunt or Sue Handley Jones on 01-583 0073 (24 hours).

**FINANCIAL ANALYST**

£20,000 + Bens

Our client is a major leisure group with household name subsidiaries. Their requirement is for a young qualified accountant with experience of planning and analysis or with excellent audit experience gained in public practice to undertake a varied role in their West London head office.

Successful candidates will be excellent communicators capable of making a significant contribution to the business development of the group and its operating companies.

**FINANCIAL ACCOUNTANTS**

£23,000 + Bens

We are recruiting, on behalf of this plc with international interests, several young qualified chartered accountants making their first move out of the profession.

Candidates, who should be graduate ACAs with excellent academic backgrounds, will be seconded to line positions in operating companies after an initial period at head office. These positions represent unique opportunities for first class candidates on their way to senior management roles within the group.

For details of either position please contact Jayne Smith, David Fyles, Hugo Hunt or Sue Handley Jones on 01-583 0073 (24 hours).

**ASSISTANT CHIEF ACCOUNTANT**

to £24,000

Our client is a small but expanding General Insurance Company whose growth has necessitated the appointment of a newly or recently qualified chartered accountant.

Working in a highly computerised environment, the applicant must have good PC experience and an ability to supervise staff. The position will ultimately involve the individual in overseeing all day to day financial, management and investment accounting, and taking an active role in the management of the company.

**PROJECT ACCOUNTANT**

£25,000 + Excellent benefits

An outstanding opportunity has arisen for a newly/recently qualified accountant to join the International Division of a major financial services group.

The role will concentrate on the expansion, investigation and improvement of operations in Europe. There are plenty of opportunities for travel and assignments vary in duration and content. If you are innovative and adaptable and keen to join a fast moving company, we would like to hear from you.

For details of either position, please contact Liz Robins on 01-583 0073 (24 hours).

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**BADENOCH & CLARK**

BIRMINGHAM • MILTON KEYNES

THE RECRUITMENT SPECIALISTS  
6 LLOYDS AVENUE, LONDON EC3N 3AXTHE RECRUITMENT SPECIALISTS  
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16-18 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4V 6AUTHE RECRUITMENT SPECIALISTS  
6 LLOYDS AVENUE, LONDON EC3N 3AX**FINANCIAL ANALYST - FILM INDUSTRY**

London

ACA/ACMA 26-29

c£23K + Car

We have been retained by a major US Corporation, one of the most respected names in the film industry. With substantial interests in both production and distribution, they have consistently enjoyed outstanding successes with a series of award winning releases. They are committed to maintaining their position as a leading force within a dynamic and volatile market-place.

A rare opportunity has now arisen for a recently qualified accountant, of exceptional ability, to take up the position of Assistant to the London based Managing Director of their International Operations. Prime responsibilities will include assessing the financial performance of two joint ventures, analysing significant trends and

variances and reporting to offices in Amsterdam, New York and Los Angeles. As the role will require extensive liaison with various business areas, applicants must be able to demonstrate considerable powers of tenacity, diplomacy and confidence in dealing with a wide range of individuals.

The successful candidate is likely to have gained post-qualification experience within a demanding commercial environment and be capable of developing a career to Board level on an international scale.

Interested candidates should contact Patrick Johnson on 01-930 7850 or write enclosing brief details.

**ROBERT • WALTERS • ASSOCIATES**RECRUITMENT CONSULTANTS  
60-68 Haymarket London SW1N 4RF Telephone: 01-830 7850**Accountancy Personnel**

Placing Accountants First

**NEWLY QUALIFIED**

CITY £22,00 + CAR

This leading international investment bank offer unrivalled career opportunities to the newly qualified accountant seeking a first move from public practice.

With initial responsibilities encompassing financial and management reporting direct involvement will ensue in dealing with future acquisitions and investment appraisal. For the commercially aware high achiever full banking benefits support this role. Ref: CK/247

9 Eastcheap, EC3 Tel: 01-626 0666

**GROUP ACCOUNTANT - CONSTRUCTION**

CENTRAL LONDON £20,000 Neg + Car

Major construction group offers superb career prospect, through Head Office line management or Controllership of a subsidiary, to a qualified Accountant with commercial acumen.

Initially, exposure will be to group financial controls, treasury, systems development and property management, with early line responsibility.

Generous package includes fully-expensed car, BUPA and sports club. Ref: C405

106 Baker St, W1 Tel: 01-935 1493

**FINANCIAL/MANAGEMENT ACCOUNTANTS**

London EC1 C£20,000 + Car + Benefits

Our client is a well established London-based Restaurant group which is moving through a period of rapid expansion and restructuring following a number of recent acquisitions. With expansion set to continue and the likelihood of a listing later this year the group is seeking to strengthen its financial management team by recruiting two Chartered Accountants, preferably with recent commercial experience, to be responsible for a wide range of financial, budgetary and accounting matters.

The ideal candidates will have initiative, will be ambitious and self-motivated, and will have an ability to communicate at all levels. A good working knowledge of computerised accounting systems would be required.

Please apply in confidence with CV and daytime telephone number to:

Neil Summer, Gerald Edelman  
25 Harley Street, London W1N 2BR**N.KENT**

to £22,000 + reloc.

Experienced Accountant for 40

to 50 as Finance Manager for

US Manufacturing Group to

manage staff of 10.

Call John Bowman urgently on

01-387-5400

(eves 0474-574473).

Or write to him at:

Financial

Selection Services,

Gordon Street,

London WC1H 0AN.

Ref: C405

CREDIT ANALYSTS

£15-18,000

Required by International

Bank. Proven credit skills

essential. Excellent

prospects. Immediate

Interviews.

Tel 01 480 5516 ext 238/239

Marina's

Recruitment Services

International Services

**ACCOUNTS EXECUTIVE**

Accounts and Export Executive required for a Company dealing in oil and marine related products which is geared for the Middle Eastern market and particularly Iran.

Experience in accounts, product and standardisation and sourcing of related materials is required.

It is essential for the applicant to have experience within the Middle Eastern market, both to maintain the Company's existing contacts and to establish new clients.

Accordingly, the applicant should be able to travel regularly and freely to the Middle East and Iran and be fluent in Farsi and English.

Salary - upto £15,000, negotiable + a generous bonus.

Please apply in writing, with CV to Miss V. Halls, Tenevel Limited, 10 Carteret Street, London SW1H 9DR.

**GRADUATE TAX TRAINEES**

SALARY £9,500

We are a rapidly expanding firm of

Accountants with an individual identity and

independent outlook.

Our tax practice has experienced significant

growth during the last few years and is

currently seeking quality graduates to

contribute to its further development and

expansion.

If you share our outlook we can offer you a

stimulating and rewarding career.

You will work under the guidance of both

Partners and Managers and will also be

encouraged to study for a formal tax

qualification using the firm's own Training

Department.

If you are ambitious and think you have the

necessary intellectual and interpersonal skills

please write, with a comprehensive CV, to

**PAULA MANNING,****LITTLEJOHN FRAZER,****2 CANARY WHARF, LONDON E14 9SY.****FINALIST**

City £18,000 + car

Excellent opportunity for ACCA/CMA finalist to join this prestigious multinational PLC software house. Your brief will include supervision of the financial and management accounts functions and statutory accounts. Preparation of reports for the board and advice profitability studies. Use of sophisticated systems including spreadsheets.

Please call or write to:

THE HAMILTON PARTNERSHIP

81 Oxford Street London W1

Tel 01 434 0176 (Rev Conn)

**RECRUITMENT CONSULTANT**

£Negotiable

Financial Selection Services is one of the fastest growing and most successful companies in the field of financial recruitment. We provide a highly professional service to a wide range of companies including the major US and UK banks and blue chip multinationals as well as smaller companies aiming for the USM.

Continued growth has created the need for an additional consultant. We are seeking a young, highly motivated individual who will probably have some accountancy experience or previous recruitment experience. You will receive full training, if required, and you will have every opportunity to progress and to share in the success of our dynamic and professional organisation.

For further details contact Helen Richards or Paul Goodman on 01 387 5400 (or 0442 85394 out of hours) or write to the address below:

**financial SELECTION SERVICES**

Drayton House, Gordon Street, Bloomsbury,

London WC1H 0AN

Telephone: 01-387 5400 Fax: 01-388 0857

**THE BERTRAM FINANCIAL SERVICES GROUP**

We would like to talk to individuals looking either to move into Financial Services or to consolidate an existing career. If you have good experience in this field (especially mortgage and commercial loans) or simply feel you are able to service the public in this capacity we would very much like you to contact us. We are especially interested in hearing from Graduates.

Please contact Bertram Group Banking Division on 01-283-3464.

A member of Task Force PLC

**ACCOUNTANTS/BOOKKEEPERS ACCOUNTS CLERKS**

Experienced people required for a variety of permanent and temporary positions throughout London, Thames Valley and Midland areas.

Please apply to:

ACCOUNTANCY TASK FORCE LTD

6 Broad Street Place

Blomfield Street LONDON EC2M 7AN

Or Telephone: LONDON 01 628 7931

READING 0734 599839

BIRMINGHAM 021 643 5241

**Audit/Accountancy posts with a prestigious international organisation**

Established by the British Government over 150 years ago and registered as a Public Corporation in 1980. The Crown Agents' unique expertise and wealth of experience now provides commercial, financial and professional services to overseas governments and public organisations. We are presently seeking two more people to join our Head Office team who are based in Sutton.

**Audit Manager**

circa £16,000

You will be reporting to the Group Chief Internal Auditor and when necessary assisting him in his role as Compliance Officer. However your principal responsibility will be to supervise the administration of audits and special investigations, and the work may involve occasional short-term travel as you visit clients on a world-wide basis.

You should either hold a recognised accounting/audit qualification, or have at least 3 years' relevant experience. Familiarity with computer aided audit work and techniques is essential along with sound supervisory abilities.

**Financial Accountant**

circa £16,000

Reporting to the Group Financial Accountant, you will be responsible for the preparation of annual statutory accounts, subsidiaries' management/financial accounts and associated taxation matters.

Probably in your mid-thirties or forties, you will ideally hold a recognised accounting qualification although finalists with approximately 5 years' related experience will be considered. An in-depth knowledge of computerised accounting systems (preferably both mainframe and micro) is essential as are strong communication and man-management skills.

There are opportunities for career progression within our successful, international company and the diverse range of activities undertaken offers ambitious people wide scope to further develop their skills.

Salary packages include generous leave allowance and a non-contributory pension scheme.

Please send a full CV to Ms I Gebhardt, Personnel Officer, or ring 01-643 3311 ext. 3204 for an application form and job description.

Closing date will be 26th April 1988.

**Crown Agents**

The Crown Agents for Overseas Governments & Administrations, Personnel Division, St. Nicholas House, St. Nicholas Road, Sutton, Surrey SM1 1EL

The Crown Agents is an equal opportunities employer.

**Management Accountant International Publishing Company**

We are an expanding International Publishing Company and we require an experienced Management Accountant who will probably be aged up to thirty.

The position involves regular monitoring of current forecasts with reappraisal when necessary, along with the preparation and evaluation of budget models and forecasts for future planned projects.

We require an articulate and PC literate candidate who is seeking to be deeply involved in the decision making process of the Company. The contribution from this candidate will be a major influence on management and board decisions.

We are constantly developing our forecasting models and we will require this candidate, not only to quickly assimilate our methods but to contribute significantly to further developments.

The successful candidate will have acquired PC skills in a previous appointment and will be enthusiastic to continue to develop these.

The salary, which will be determined by the candidate's experience will be competitive and reflect the importance of this role within the Company.

Please write with full C.V. to:

Charles J L Smith  
Orbis Publishing Limited  
Griffin House  
161 Hammersmith Road  
London, W6 8SD

ORBIS

**HAYLES & PARTNERS**

Leicester Chartered Accountants

We are an independent 4-partner, 2-office practice who have developed over the past fifteen years a high professional standard with a strong desire to help our clients. They value the personal and friendly attitude of our partners and staff.

We are seeking two qualified accountants.

An AUDIT MANAGER to assume a high degree of client involvement with our larger private company clients and a PERSONAL ASSISTANT for our managing partner.

Young Accountants with commercial flair and personality are invited to write to me with full c.v. Both positions offer substantial scope for career progression in this busy general practice.

Geoff Banks, 39, Castle Street, Leicester LE1 5WN.

مكتبة الأمل



01-481 4481  
NT CHIEF  
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Accountant  
Publishing Company  
PARTNERS  
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01-481 4481

**BANKING & ACCOUNTANCY**

01-481 4481

**Expro Group Limited  
GROUP FINANCIAL CONTROLLER**

Expro Group Limited wish to appoint a full time Financial Controller/Financial Director Designate who will report directly to the Group Managing Director and will be based at the Head Office in Norwich.

The Group's activities, which are carried out through 6 wholly-owned trading subsidiaries, are diverse but include catering to the offshore oil and gas industry, contract catering, staff recruitment consultants and computer assisted design consultants. As well as the Norwich head office, there are offices in Aberdeen, Great Yarmouth and London which process accounting information and therefore will require periodic visits by the Controller.

The position offers a particularly challenging role in that the Financial Controller will be one of a small management team and will be expected to make a significant contribution to the development and success of the business as well as being in overall control of the accounting function.

It is essential that applicants have a formal accounting qualification (ACA or ACCA) and they are likely to be in the age group of 25-35 years.

Salary and benefits will be commensurate with age, experience and qualifications, but the initial package will not be less than £17,500 per annum plus car. Relocation expenses will be paid where applicable. The Company is an equal opportunities employer.

Please apply in writing with full CV to:  
Mr. S.J. Wetherall,  
EDMUND R. GIBBS & CO.,  
46 St. Giles', Oxford OX1 3LT

**ACCOUNTANT  
c£16,000 + Benefits**

Part qualified ACCA/CIMA. Person required by a City based insurance brokers. Applicant must have management and computer knowledge.

FOR IMMEDIATE INTERVIEW CALL  
01-470 7365 or 01-471 5946

TRIDENT PERSONNEL

**ACCOUNTS ASSIST  
INVESTMENT CLERK  
C £15,000**

A small expanding Investment Company based in Knightsbridge requires a person to assist the chief accountant while also dealing with investment administration. This position offers clear career prospects.

For details Tel Angus Watson on 01 929 1281

**CREDIT MANAGER**

Orpington, Kent c£15,000

Our Client is one of the UK's leading manufacturers for the pharmaceutical industries, who through continued expansion now seek a high calibre Credit Manager to join their management team. The ideal candidate will be aged 30-35 years, and able to assume sole responsibility for the group's entire credit control function. In depth international credit control experience gained within a multi-currency environment is essential, as is the ability to liaise effectively at all levels. A generous benefits package is also offered reflecting the importance of this appointment.

Please reply in confidence to Linda Quastel on 01-300 4446 or Gary Lawrence on 01-242 0589, or write to either of them at Selection Associates Personnel, 104 Station Road, Sidcup, Kent, DA1 7DE.

**BANKING/  
CITY****CORPORATE FINANCE**

City £25-£40,000 + Car + Mtge  
Our clients, many of the major UK and US banks are expanding their Corporate Finance Teams. You will be involved in mergers, acquisitions, fund raising, management buyouts etc. in an international environment. You must either be a qualified accountant or have relevant experience. Ref: JB

**FINANCE MANAGER**

City £22-£30,000 + Car  
One of the City's most prestigious stockbroking firms seeks to recruit a new finance manager. Reporting to the F.D., you will lead a small team responsible for all financial reporting for the firm's UK operations. Excellent opportunities in a range of areas. Ref: HF

**SYSTEMS**

City c£25,000 + Mtge  
This major financial services group is seeking an ACA to join the management team of their systems development function. You will have responsibility for a range of important and sensitive projects which will impact heavily on profit potential. Progression to senior financial management roles. Ref: PG

**HQ  
ROLES****FINANCIAL MANAGEMENT**

C. London £25,000 + Car  
This major high growth UK owned multi-national seeks a high calibre ACA for their group H.Q. Working closely with Board members you will be responsible for forecasting, planning, projects, acquisitions and sophisticated financial reporting to UK and US requirements. Excellent promotion prospects. Ref: DR

**GROUP FINANCE**

C. London c£25,000 + Car  
Leading international blue-chip organisation has a new opportunity within Group H.Q. Responsibilities include analysing and integrating Group results, consulting and advising to Director level on accounting and reporting matters and providing a significant input to various ad hoc projects. Excellent prospects. Ref: MM

For further information on these and other career appointments call HOWARD FOSTER or DAVID RUSH on 01-367 5400 (out of hours 0474 874321) or write to:-

**financial SELECTION SERVICES**  
Financial Selection Services, Drayton House, Gordon Street, London WC1H 0AN

**BUSINESS  
PLANNING****BUSINESS ANALYST**

C. London £23-£26,000 + Car  
Leading international import and distribution organisation seeks a high calibre accountant for a position within the analysis division. The role involves financial analysis of all aspects of the business and its operations, feasibility studies, investment analysis and strategic planning for the group. Ref: HF

**PROJECT ACCOUNTANT**

C. London to £25,000 + Car  
Group HQ of leading leisure company seeks a high-calibre graduate ACA/ACMA. You will be involved in developing financial/business/strategic plans for the group and operating divisions as well as other ad hoc financial projects. Ref: SK

**OPERATIONS ANALYST**

Middx £23,000 + Car  
As a member of a small professional team you will be involved in analysis of brand performance and appraisal of new business activities for this leading f.m.c.g. group. Excellent career development opportunities and extensive liaison with operational directors. Ref: PG

**DIRECTORSHIP POTENTIAL****Stockbroking**

A highly ambitious qualified (or exceptional part qualified) accountant is now needed to instigate and develop a fully computerised accounting system within this young and respected City Stockbroking firm.

The opportunity for an early directorship is available to an appropriate individual who can mix a good financial brain with the commitment to shape a Company.

Substantial rewards and real responsibility are guaranteed.

To discuss the opportunity in detail: please telephone Duncan Troy, on 01-378 0660 or write to Merchant Securities Ltd, Bank Chambers, London Bridge, London SE1 9QQ.

**FINANCIAL  
CONTROLLER**

C £ 20,000 Clapham, London SW 9

Wigmore Wine Company has been trading for seven years and is now well established in both the retail and wholesale wine business. In order to expand its operations with a view towards the U.S.M. it wishes to appoint a financial controller preferably with commercial experience.

Age is immaterial, and enthusiasm, hard work and innovation are of the utmost importance. He or she will have experience and qualifications to cover all aspects of finance, accountancy and computerisation and report direct to the Managing Director.

In the first instance please telephone Mr. Duncan Vaughan Arbuckle on 01-274 0988 or send your C.V. to him at Wigmore Wine Co Ltd, 363 Clapham Road, London SW 9

**FINANCIAL MANAGERESS/MANAGER**

Slough c£21,000 + car +

Macro-Marketing Limited is the leading U.K. distributor of semiconductor components, employing 400 people, with a turnover of £40m.

seek an imaginative and energetic person to succeed our present Financial Manager on imminent retirement.

The responsibilities are:

- Managing an accounts and credit control department of 20 handling a high volume of transactions.
- Reporting on profitability and financial control to the Managing Director and to the holding company, Diploma PLC.
- Ensuring that the finance function positively contributes to the selling ability of the Company.

The successful candidate is likely to be a young graduate qualified accountant with industrial experience; exceptional interpersonal and communication skills are essential. Macro is aware of the special merits of women in business and women accountants should not be inhibited from applying for the position.

The Financial Manageress/Manager will have the opportunity, by virtue of her/his contribution, to create the new position of Financial Director.

Apply with c.v. to A.M.R. Parkinson,  
Group Financial Director, DIPLOMA P.L.C.,  
20 Bunhill Row, London, EC1Y 8LP.

**PART-QUALIFIED  
ACCOUNTANT**

Stevenage c£20,000

The dynamic manufacturing division of a major international company is entering a new phase of growth and profitability and as a result seeks a Deputy Management Accountant.

Major responsibilities will involve performance analysis, budgets, forecasts, pre-acquisition investigations, capital expenditure control and systems development.

Candidates aged 22-25 must be ambitious part-qualified/finalist CIMA/ACCA students, self starters and computer literate. Strong interpersonal skills are also essential to build positive relationships with operating companies and their senior management.

Please reply in confidence with a comprehensive curriculum vitae including details of current earnings and a daytime telephone number to Greg Sweeting.

**HUDSON SHRIBMAN**  
THE COMPLETE FINANCIAL SELECTION SERVICE

Vernon House, Sicilian Avenue, London WC1A 2QH. Tel: 01-831 2323

**FINANCE AND  
ADMINISTRATION MANAGER  
INTERNATIONAL MUSIC PUBLISHING**

A vacancy has arisen for a Finance and Administration Manager to take charge of the day-to-day accounting of the rapidly expanding international and local UK Polygram Music Publishing companies.

Duties will include management information reporting for both local and Group needs; liaison with our overseas local publishing companies on all management reporting and information flows; and involvement in the evaluation of catalogue acquisitions.

We need a dynamic, forward thinking accountant with a minimum of two years' sound post-qualified experience. You should possess excellent communication skills, a working knowledge of mainframe and personal computers, should be self-motivated and must be prepared to take an active role in our publishing business. Of course, related experience within the record/publishing industry or audits thereof would be an added bonus but not essential.

We offer an attractive salary and benefits which will include company car and related expenses.

If you feel you are the right person for this job, please write enclosing a full CV and day-time telephone number to Joy Hamlyn, Personnel Officer, Polygram International Music Publishing Limited, 30 Berkeley Square, London W1X 5HA.

**polyGram**

**QUALIFIED  
COMPANY  
ACCOUNTANT**

SALARY PACKAGE  
TO £25,000 AAE

**RICKMANSWORTH**

Fully Qualified with minimum of three years Commercial experience of Computerised Accounts Systems and Good Management Skills. Within the last year the Company has introduced Computerised Accounting which now requires development into a fully integrated system. Responsibilities include processing data, production and interpretation of management accounts, financial performance forecasts and three monthly accounts to Directors.

Please send full curriculum vitae in the first instance to:

Personnel Director,  
52 Chenies Avenue,  
Little Chalfont,  
Bucks.

**YOUNG FINANCIAL ANALYST**

c.£14,000 + concessionary mortgage + benefits

The Abbey National - a building society with a reputation for technical and operational innovation - is paving the way for a wider role in the financial services market. In response to the challenge of becoming a public company, we are continuing the development of management information systems.

Working as part of a team, you will help this development with particular emphasis on product profitability.

A self-starter with excellent communication skills, you should have a good degree in economics, accounting or statistics with 2 years' industrial/commercial experience. You will be a part-qualified ACA/ACCA/CIMA. Knowledge of LOTUS or SYMPHONY is essential.

The salary is supported by a generous range of company benefits and prospects for future development are excellent.

For an application package please either write to Mr W Whitehead, Personnel Officer, Abbey National Building Society, Abbey House, Baker Street, London NW1 6XL, or telephone 01-486 5555 ext 4443.

The closing date for receipt of completed applications, which are invited from all sections of the community, is 5 May 1988.

**ABBEY  
NATIONAL  
BUILDING SOCIETY**

**GROUP ACCOUNTANT NOT LESS THAN £25,000**  
Our client is well known prestigious name in the fashion business located in Mayfair. They seek a Chartered Accountant 25/40 to take full responsibility for the Finance function reporting direct to the Managing Director. Strong interpersonal skills and the ability to play a Key Role in the company's commercial development are vital.

**CHIEF ACCOUNTANT TO £25,000+ BENEFITS**  
To assume immediate responsibility for all day finance matters including control of a busy accounts department (15 strong) with our clients a magazine publishers part of an extremely successful major communications group. Likely age late 20's / late 30's. Would be an accountant (not essentially qualified) with commercial experience and pronounced management ability.

**COST ACCOUNTANT WC2 TO £25,000**  
Blue Chip International Oil company require a qualified ACA, ACCA or CIMA to assume overall responsibility for the integrity of operational costs. Responsibilities will involve providing a comprehensive management information service on all aspects of operating costs; controlling expenditure and meeting group statutory and taxation requirements.

**PART QUALIFIED PROJECT ANALYST TO £18,000**  
Golden opportunity for a part qualified ACA, ACCA or CIMA to join this leading International Oil company. This is a new position introduced to undertake a series of defined projects designed to improve the accuracy and usefulness of cost information, to facilitate the use of cost systems and to improve the quality of service provided by the cost section.

CONTACT MICHAEL PRICE  
OR DAVID WILKINSON  
**WILSON ROWE ASSOCIATES (AGY)**  
2ND FLOOR IMPERIAL HOUSE, DOMINION  
STREET LONDON EC2M 2SA  
382 9882 or 638 9708 AFTER 7.00

**MASON EXECUTIVE  
PERSONNEL**

GROUP ACCOUNTANT  
BROMLEY £25K + EXC PACKAGE  
DEPUTY MANAGEMENT ACCOUNTANT  
£15K WITH A PRESTIGIOUS  
PLC COMPANY.

QUALIFIED/PART QUALIFIED  
ACCOUNTANTS  
£18-25K CENTRAL LONDON  
Ring Wendy George on 01 464 6460

**FINANCIAL TRAINEE  
REQUIRED**

For unique opportunity  
No previous experience  
required  
Contact: Paul Fresh  
01-240 1571

QUARTERED Secretary. Estab-  
lished Property Group have  
excellent vacancy for compe-  
tent commercial/financial exec.  
Powerful, sharp, 3/4 days pw.  
Young, retired, considered.  
Write David Green, 100 Baker  
St, Warrington, Cheshire.

**PUBLISHING  
GROUP OF  
COMPANIES**

Require bookkeeper  
preferably with computer  
experience to assist  
company secretary. Small  
friendly W.I. office.  
Please contact  
Mr. T. Cochrane  
01 437 9524

**FINANCIAL  
ACCOUNTANT**

Up to £20,000 pr annum  
+ CAR + BENEFITS

Listed company requires an energetic, computer literate accountant for its rapidly expanding Contract Hire subsidiary. New integrated Karridge computer system is being installed and the operation intends to expand through organic growth and acquisition giving the right candidate good career opportunities.

Please write to Richard Banks Group Financial Director, Equity & General Plc., 66 Grosvenor Street, London W1X 9DB.



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

Dames and Moore are an international consultancy specialising in geotechnical, environmental and waste management activities. We require the following staff to join our support team.

### SECRETARY

£10,000 aae

Required to work with a group of Professional Engineers. Good Secretarial and organisation skills are essential. Experience of word processing would be an advantage but is not essential. Shorthand is not a requirement for this position.

### RECEPTIONIST

£8,000-£10,000 aae

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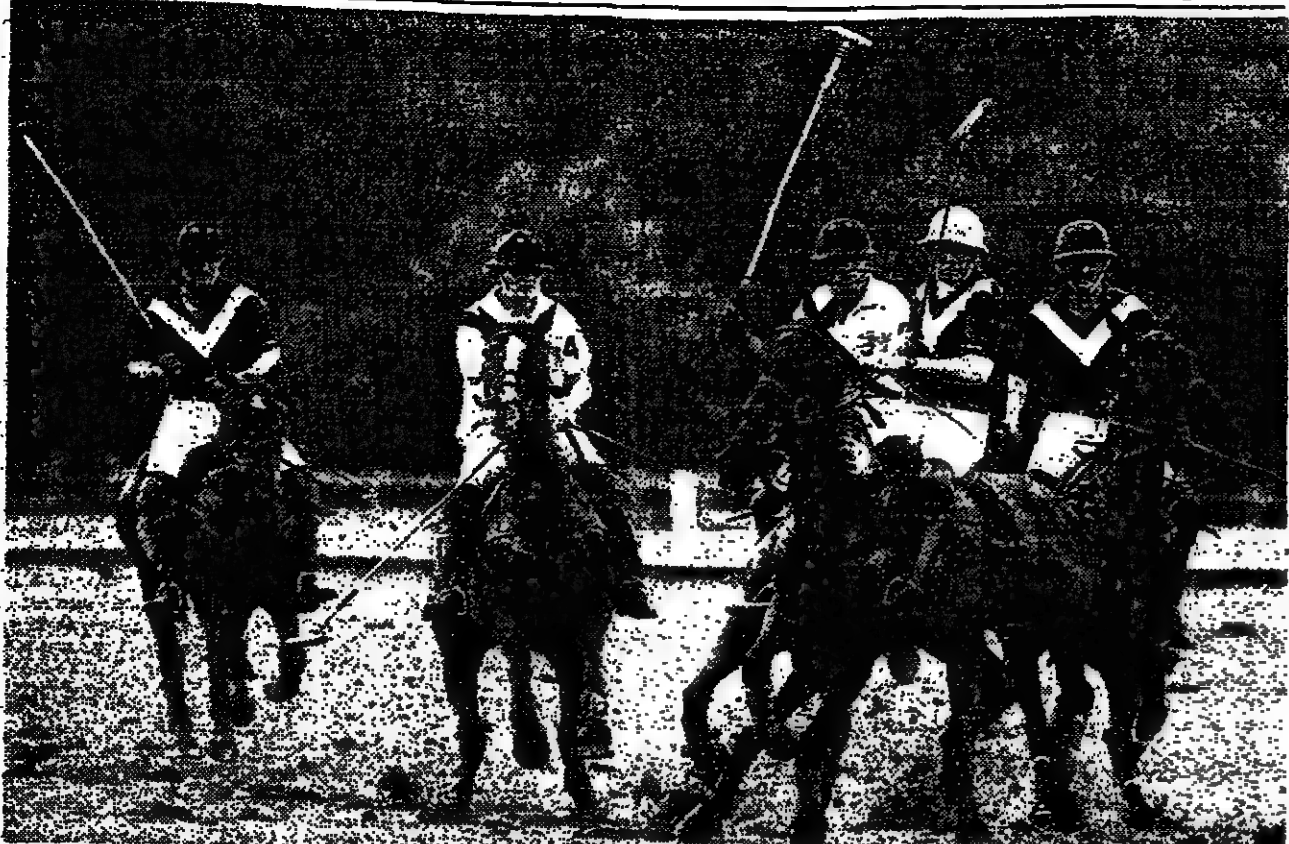
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## Saddling up for a salute to the noblest man of a booming game



Thundering into the pages of a blockbuster: polo rides on a new high in the public imagination (Photograph: Chris Cole)

## Polo's galloping strides

By John Watson

The increase in polo clubs in Britain during the past couple of years, from 20 to 24, and the rise in the number of players, from some 690 to over 760, are not the only signals that the game is booming in this country.

More overseas poloists are clamouring for places in British clubs and more enthusiasts are applying for non-playing membership. While the novelist, Jilly Cooper, is researching the game for the background to her next "blockbuster".

But Colonel Alec Harper, secretary of the Hurlingham Polo Association (the ruling body of the game), though very optimistic, adds a pertinent, if cynical, note to his appraisal of the polo situation in the association's 1988 handbook.

"A lot of them are of very low handicap," he regrets, "and one wonders whether the motive is to play polo or to put a pair of boots on and a Lock hat in the back window of the Porsche!"

At the top level a British team (H Hipwood, A Kent, J Horswell and W Lucas) returned last week from their Australian bicentenary challenge at Sydney defeated — but only by 11-10 in extra time. Their opponents, being on home going and richly mounted by Kerry Packer, had the edge in pony power.

The next all-British teams to

## BRITAIN'S LEADING CLUBS

## Guards

Founded 1955. 109 playing members. Situated Strim's Lawn, on the A30 side of Windsor Great Park. Tel: Egham 34212.

## Cowdray Park

Founded 1910. 99 playing members. Situated off the A272 on east side of Midhurst, West Sussex. Tel: Midhurst 3257.

## Cirencester Park

Founded 1894. 65 playing members. Situated one mile west of Cirencester off A419. Tel: Cirencester 3225/3432.

## Tidworth

Founded in the 1880s. 50 playing members. Situated north of

the A303 between Amesbury and Andover. Tel: 0980 48221 ext 2457.

## Cheshire

Founded 1951. 48 playing members. Situated Little Budworth, two miles north of Tarporley, off the A49. Tel: Little Budworth 651.

## Kirtlington

Founded 1925. 45 playing members. Situated off the A4095 between Oxford and Banbury. Tel: Bletchington 50777.

## Royal Berkshire

Founded 1986. 40 playing members. Situated close to the Windsor Safari Park in Winkfield, Berks. Tel: 0344 886555.

line up (probably based on the Hipwood brothers — now reduced in handicap from nine to eight — and Kent) will face a United States squad at Smith's Lawn, Windsor, on July 24. On the same afternoon the Prince of Wales will put together a foursome to take on France (represented by the Macaire brothers, Lionel and Stefan, and Guillaume Tari, the fourth to be decided in July).

The cosmopolitan image of the game will be as colourful as ever. Four New Zealanders, one Australian, two Chileans, three Mexicans, one Canadian, three Brazilians, one Colombian and eight Americans will be among the foreign players taking part this summer in the British Open championships (June 28 to

July 17) and the high-handicap tournaments.

Although Argentina has been represented in many other spheres of British sport since the Falklands conflict in 1982, its national team is still debbarred from our high and medium-goal championships. That is not simply because Argentina continues to consider the conflict with Britain unresolved.

The position is complicated further by the fact that some members of the Guards Polo Club (the one with the strongest following) belong to regiments that suffered in the war and none worse than the Welsh Guards, of which Prince Charles, the figurehead of British polo, is colonel.

The national anger that would be aroused if he were to

be seen on friendly terms with nationals from the "enemy territory" can be readily envisaged. But, from a purely sporting point of view, the top bracket of British polo could do with a fresh injection of Argentinian talent.

There is an important celebration coming up next month. Viscount Cowdray, the doyen of British polo, has just retired from the HPA committee after 40 years as chairman or vice-chairman. Having attained a four handicap during the 1930s and accompanied the British Westchester team to the United States as non-playing captain in 1939, he lost his arm with the BFF in 1940.

He then not only resumed play after the war and continued inspiring for long after he could no longer play, but he was the man who resurrected the game in Britain and got our first national team going again in the post-war years.

Arguably, he has been the most influential figure in the whole polo world during the past half-century. The big salute due to him is imminent, perhaps it will be at the opening of the high-goal season at Cowdray Park next weekend.

Other important dates on the calendar are the challenge for the Prince of Wales Trophy at the Royal Berkshire Club between May 20 and 29; the Queen's Cup at Smith's Lawn from May 28 to June 5.

## Budd campaign has nothing to do with sport

From Mr D. P. Marchessini  
Sir, I was much amused by David Miller's column (April 19) on the ubiquitous subject of Miss Zola Budd.

Your correspondent compares Miss Budd's presence in South Africa to attending a dinner in the house of the Kray brothers. If your correspondent also considers me unfavourably about Africa, he would realize that he is likely to find people behaving like the Kray brothers much more frequently in other African countries than he would in South Africa.

The significant point is that the campaign against South African athletes was commenced years ago for the clear purpose of eliminating apartheid in South African sport. The fact is that apartheid in sport in South Africa has long since been eliminated, and long before she has got up, I would suggest that your correspondent has stepped through the looking glass and joined Alice in Wonderland.

Yours sincerely,  
D. P. MARCHESSINI,  
Kingsbury House,  
15-17 King Street, SW1.

The real issue, which your

correspondent takes pains to avoid, is whether we are going to allow other countries to dictate to us the composition of our athletic teams. I wonder what the reaction of the Russians would be if we objected to one of their athletes on the grounds that he was a member of the KGB and had liquidated several people: or the Arabs, if one of their athletes was accused of involvement in an air hijacking: or the Chinese, if one of their athletes had been active in the massacres in Tibet; or the black countries, if one of their athletes had been involved in putting burning tyres around people's necks.

I think we all know how far we would get with any objections of that sort. Yet your correspondent suggests that Miss Budd should be banned because she had the temerity to attend an athletics event in the country where she has got up. I would suggest that your correspondent has stepped through the looking glass and joined Alice in Wonderland.

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The real issue, which your







## RACING

# School Concert to step up on her promising Kempton performance

By Mandarin (Michael Phillips)

In his role as bloodstock adviser to the Cheveley Park Stud, David Minton has already had the satisfaction of seeing Aim For The Top, a filly that he bought in the United States, as a leading contender in the Princess Elizabeth Stakes for them at Epsom earlier this week.

Now the same successful agent is hopeful that School Concert, a filly that the stud bred themselves, can keep up the good work at Pontefract today by winning the Tote Dual Forecast Handicap.

She has a low draw which, granted a fast break, is always favourable on the sprint course at Pontefract. Last season's victory over six furlongs at Towson provided evidence of her ability to go off in front and stay there.

More recently she was a creditable fourth in a bad draw in the race won by Trian Belle at Kempton over Easter. Since then Trian Belle has won again at Newbury, while Ela-Yann-Mon, the third horse home, won at Epsom on Tuesday. So her form has a solid look about it.

There is an additional line through Farewell Song, who finished fifth, which suggests

that School Concert should be capable of beating Ian Balding's runner, Roadman, who finished just half a length behind Farewell Song at Folkestone 10 days ago.

Favourite Girl is said to be very well but has an indifferent draw while Fairfield Lad, who finished third over five furlongs at Doncaster,

in the Fryston EBF Stakes 12 months ago, Orban looked in a class of his own and started at 100-30 on. Now, Our Elise appears to have a similar advantage over his rivals in the corresponding event on today's card.

Mrs Pigott will also be hoping to win the West End Stakes with Big Chief, who ran so well at Newmarket seven days ago to finish third behind Point House.

However, those hopes may well be dashed by Steve Canham on Grand Tier who started favourite for the Coventry Stakes at Royal Ascot last summer after winning first time out at Doncaster.

At Cheltenham, the talented young Lambourn trainer Simon Christian has a good chance of pulling off a double with Developer's Run and Majestic Buck.

William Haggas: trains School Concert

may not be as well suited by six furlongs as School Concert.

Yesterday, School Concert's successful young trainer, William Haggas, in only his second season at Newmarket, said that his filly is very, very well indeed and that they are hopeful of the best.

## PLUMPTON

## Selections

By Mandarin

2.15 Gingerland. 2.45 Four Sport. 3.15 The Somac. 3.45 Brave Defender. 4.15 Random Traveller. 4.45 Light The Lot.

Going: good

2.15 CROWBOROUGH NOVICES HURDLE (2:55.20; 2m) (10 runners)

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## CHELTENHAM

## Selections

By Mandarin

2.00 Developer's Run. 2.35 Another Schedule. 3.10 Melkour. 3.45 Three Counties.

4.20 Sea Island. 4.55 Majestic Buck. 5.30 The Merry Gambler. 6.00 Triple Assault.

Mick Seely's selection: 3.45 THREE COUNTIES (nap). Brian Bed's selection: 3.45 Three Counties.

## Going: good to firm

2.0 1722 HANDBICAP HURDLE (2:54.3; 2m 4f) (10 runners)

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## GOLF

# Smiling Ballesteros composes himself for a return to form

From John Hennessy, Madrid

You would think, to see Severiano Ballesteros yesterday, that he had not a care in the world. He had just completed a round of 65, seven under par, in the pro-am introduction to the Cepsa Madrid Open and was all smiles under a beaming sun.

But if his game appears to be in good order, what of his morale, after the depressing experience of missing the 36-hole cut at Cannes last week? Golf is very much a game of the mind, too, and only the next four days will show whether or not he has suffered serious damage.

He has at least satisfied himself that there were mitigating circumstances. He said yesterday that, after the Masters at Augusta, he had been drained, but the horrors of international travel had then confined him to airports for nine hours. "I was too tired, not ready for another tournament so soon. Anyway, anyone can play badly for one week."

His rapid departure from the Cannes Open at least gave him the chance of prolonged practice. "I had to compose the whole thing," he says. Yesterday's play suggests that he may have found the right formula, though judgement

must be reserved until a more serious challenge confronts him today.

Puerta de Hierro is a happy hunting ground for Ballesteros, with victories in 1980 and 1982, with, more recently,

Card of course					
Hole	Yds	3	4	5	6
1	192	3	10	420	4
2	586	5	11	218	4
3	421	4	12	457	4
4	408	4	13	307	4
5	527	5	14	468	4
6	178	3	15	459	4
7	325	4	16	350	4
8	259	4	17	174	3
9	432	4	18	801	5
Out 3,406 36 In 3,532 36					
Total yardage: 6,938 Par: 72					

third place in 1987 and second in 1986. Not that a man with his degree of pride is ever satisfied with anything less than first.

That position last year went to Ian Woosnam, whose absence this week has caused resentment. He has secured his release from the PGA European Tour in order to play in the Houston Open next week, but that would not have prevented him from observing the etiquette of defending a title here this week.

What has kept him away from Madrid is an event of purely financial, even mer-

tricious, attraction at Phoenix, Arizona, a one-day "skins" tournament for the benefit of television involving Greg Norman, Jack Nicklaus and Lee Trevino.

Woosnam would not have been able to play here on Sunday and at Phoenix the following day. In opting for the "skins" tournament, in which lucrative prize-money is awarded for each hole, he is not in breach of any rules of the European tour, since it is not regarded as an official event and one therefore requiring a release from Europe.

Woosnam's popularity would ordinarily be enough to ward off any criticism, but it does seem, from his performances so far this year, that he is being diverted from his true purpose in order to capitalize on his prodigious deeds of 1987.

The course was lashed by rain last week, which should place a premium on length. That should be to the advantage of Howard Clark, of Yorkshire, who has a good record here. Rodger Davis, of Australia, and Mark McNulty, of Zimbabwe, last week's winner in Cannes, may well complete a significant cosmopolitan threat to Ballesteros.

## FISHING

## Putting the wet-dry fly to the test

By Conrad Voss Bark

The best of the fishing on the chalk streams should be approaching, though in the early part of the season, when the water is still cold and the nymphs are pretty well down with their overcoats on, not feeling at all like splitting themselves into a fly, the day can be hard going.

A man who had something to say about encouraging fish at such a time to take the surface fly was John Waller Hills, who died exactly 50 years ago. He was an MP, at one time a junior minister, but I think his interest in politics was slight and his interest in fishing was intense.

I believe he was a member of the Houghton Club, certainly he fished the Test above and below Stockbridge for many years, and

wrote evocatively about it in several books, most of which are out of print, though a reprint of his *A Summer on the Test* may still be around.

There are times, which we all know, when natural flies are a bit scarce on the water. Halford would have sat on a seat and waited for a rise and then would fish the true dry fly. Not so Waller Hills. He had only the weekend free.

He would find a fish in sight somewhere and put a dry fly over it to see what happened. It would be ignored. Either the fish was asleep or taking nymph and did not want to know. So Hills would bring out his secret weapon, the Orange Partridge.

The partridge, of course, is what we have always called a

wet fly and has its origin in the Dales, where it is fished on a cast of three upstream in the classic northern style. For Waller Hills, what was good enough for Yorkshire was good enough for the Test.

So he would fish the Orange Partridge as a dry fly but not quite as a dry fly. It was fished in the surface film, where it suggested either a spinner or an emerger. It was not in any way a wet fly and yet on the other hand it was not dry because it was not cocked or riding on its hackles.

It was a betwixt-and-between fly which Horace Brown of the Piscator described in the classic phrase as a fly that was slightly damp. It brought up trout for Waller Hills, which were distinctly dour and would not take the traditional dry fly.

## At the top of the heap



Good sports: Winner of the Tour de France, professional cyclist, Stephen Roche, of Ireland, and Steffi Graf, the West German world No. 2 tennis player, posing after being chosen European sports personalities of 1987 by the European Sports Press Association

## VOLLEYBALL

## Championship likely to take on new shape

By Roddy Mackenzie

With the West European men's and women's championships starting in Gothenburg and Athens respectively this Sunday, the future format of the event could be called into question with the EEC Games likely to go ahead next year.

The stronger nations in Western Europe have outgrown the championships within the last 10 years and France and West Germany have sent second or even third string teams to the event in the past.

Whether such nations would continue to support the championships if an EEC Games were added to an already full international programme would be in some doubt, and there would be the added complication for Great Britain of entering a team, selected from England, Scotland, Northern Ireland and Wales, in the proposed tournament. All four

presently have individual teams.

With England's senior men not travelling to Gothenburg, the focus will be on the women's team, which faces Portugal, France and Cyprus in its opening group.

Meanwhile, Nick Moody, coach to Scotland's senior men's team, was not too despondent after his side's fifth placing in the Six Nations Cup in Luxembourg at the weekend. Scotland's only win was against the French Juniors (6-15, 15-3, 15-7).

Scotland had not played together for 10 months before the tournament whereas even lowly Luxembourg, who beat Scotland, 15-3, 4-15, 7-15, 15-7, 15-11, had played 10 internationals since last year's event. Scotland's other match, against Israel Juniors, ended in a 10-15, 15-5, 12-15, 13-15 defeat.

## ROWING

## British squad relaxes at Italian regatta

After a tough and intensive training camp, a British squad of 38 oarsmen and 18

oarswomen will compete in 21 events in the Piediucio Memorial Paolo d'Aloja international regatta in Italy this weekend, though mainly in events other than their specialty (Jim Ralston writes).

Sieve Redgrave and Andy Holmes, Britain's principal Olympic medal hopes, have opted out, and so have the men's coxed four, though Redgrave's wife, Ann, competes in the single sculls.

An unusual combination will be Gavin Stewart, of Oxford University, the heaviest and tallest man to row in the Boat Race, in a coxed pair with Tim Gorman, this year's president of Cambridge University Boat Club.

Piediucio is such a popular training centre that 27 nations could take part on the same "fun" basis as Great Britain.

## Physical education under review

## School study finds cause for concern in new curriculum

By John Goodbody

The Government inquiry into sport in state schools will report the authors' anxiety that the new national curriculum will restrict the amount of physical education in teaching time.

The survey, which has been carried out by a forum led by the Sports Council, is to be published next month and expresses the worry that the five per cent minimum teaching time devoted to physical education in the national curriculum may become the maximum in some schools.

The report, which was commissioned in 1986 by the Department of the Environment and the Department of Education and Science following the controversy about the decline of team sports in schools, will be an embarrassment to the Government as the Education Bill goes through Parliament.

In the bill there are 10 subjects, including physical education, which have to be taught between the ages of five and 16. This is expected to make up about 70 per cent in most schools' curricula.

I also understand that the Sports Council report proposes a radical new restructuring of teaching sport and physical education, which will need the redirecting of resources into fresh areas by local authorities.

The forum, which includes representatives from the Central Council of Physical Recreation, local authority associations, coaching and education bodies, particularly recommends the need for closer links between school and community.

Local authorities should have a number of qualified specialists, who would teach both in a number of schools and clubs in particular regions. This would assist the identification of talent, allow greater use of resources and facilitate children joining clubs while still at school.

This plan to improve the identification and nurturing of ability will certainly please Colin Moyallan, the Minister for Sport. His recent trip to East Germany showed him that its superb facilities and more to the development of young talent.

She accepted there had been a decline in the formal programme on inter-school, representative matches. However, she pointed out the confusion and misinterpretation between this decline and competition as an integral part of many physical activities in which, she said, there had been no change.

She said: "The proposition of any direct, careful relationship between any of these factors and competition is to distort the situation. What is clear is that there is not a new and emerging philosophy within physical education that is anti-competition."

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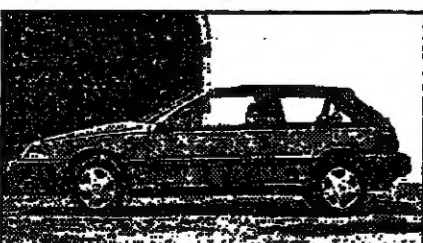


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